



ARLEEN LIMITED



#JOB-2445570



APPLEGREEN, Brodericks Service, The Hill,  
Loughrea, Co. Galway, H62 XE78



No of positions : 1



Paid Position



39 hours per week



40000.00 Euro Annually



30/04/2026



28/05/2026

### How to apply

#### Application Method :

Not available



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## Business Sales Executive

### Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

### Job Description

Working Hours: 39 Hours Per week

Annual Salary: 40,000

Hourly Rate: €19.73

Company: Arleen Limited

Job Location: Applegreen, The hill Loughrea , Co Galway, H62 XE78

Start date: 03/08/2026

Contract type: Permanent Full-time

This role is focused on driving business growth through sales development, market expansion, and strategic sourcing. The position requires a commercially driven professional capable of identifying opportunities, optimising performance, and contributing to long-term business growth.

#### Key Responsibilities

Identify and develop new revenue opportunities to expand market presence and increase profitability.

Manage and grow key accounts while consistently achieving sales targets and KPIs.

Build and maintain strong commercial relationships with suppliers, partners, and stakeholders.

Conduct detailed market research to identify trends, customer behaviour, and growth opportunities.

Support product sourcing initiatives by identifying suitable suppliers and evaluating product viability.

Negotiate pricing, supply terms, and product specifications to ensure commercial competitiveness.

Analyse sales data and performance metrics to optimise product offerings and pricing strategies.

Support the development and launch of new product lines aligned with market demand.

Collaborate with store teams to optimise product placement, promotions, and sales performance.

Monitor stock levels and coordinate with procurement to ensure supply continuity.

Prepare structured sales forecasts, pipeline reports, and performance analysis for management.

Maintain accurate CRM records, supplier pipelines, and commercial documentation.

Provide strategic insights on market trends, competitor activity, and customer preferences.

Support the development of growth strategies to improve customer reach and market penetration.

Ensure high standards of customer engagement and service delivery.

Discuss customer requirements and advise on suitable product options and limitations of the food items sold.

#### Requirements

Bachelor's degree in Business, Marketing, or a related field.

1+ years of experience in sales, business development, or a commercial role.

Strong commercial acumen with proven ability to drive revenue growth.

Experience in data analysis, reporting, and performance optimisation.

Excellent communication, interpersonal, and negotiation skills, with the ability to present effectively and respond to queries from managers, clients, and customers.

Understanding of retail operations, product sourcing, and market dynamics.

Proficiency in Microsoft Office; CRM experience is an advantage.

Ability to work independently and contribute strategically in a target-driven environment. The company reserves the right to amend these duties from time to time and as determined by business needs.

- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

#### **Career Level**

- Entry Level