



A.K BANSAL LIMITED



#JOB-2445574



CENTRA, Derrinturn, Carbury, Co. Kildare,

W91 X9KC



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



Open your camera app & point here to view this ad online



Business Development 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

A.K Bansal Limited is a growing retail company engaged in the trading and distribution of food, beverages, and daily essentials. As A.K Bansal Limited expands, the responsibilities will evolve and change over time. The core responsibilities will centre around the following areas:

Identify and pursue new business opportunities to increase revenue, expand market share, and maintain a consistent pipeline of potential customers.

Build, manage, and grow strong relationships with suppliers, distributors, retail partners, and strategic customers with decision-making authority to drive repeat business and brand loyalty.

Maintain and grow existing accounts while generating new business in line with agreed sales targets.

Conduct market research and competitor analysis to identify customer trends, monitor performance, and uncover emerging retail opportunities.

Prepare and deliver persuasive business proposals, presentations, and pitches to potential B2B clients and partners.

Engage with store managers and buyers to promote products, secure listings, and grow sales across the assigned territory.

Support the implementation of in-store promotions, product displays, and visibility campaigns.

Gather and share feedback on competitor activity, customer preferences, and local market trends to support strategic planning and growth initiatives.

Monitor sales performance and contribute to quarterly and annual sales and marketing action plans in collaboration with the marketing team.

Discuss customer requirements and advise on suitable product options, including any product limitations.

Stay up to date with industry trends and use market insights as a consultative sales tool when engaging with customers and prospects.

About You

Proven track record in B2B sales in retail sales, business development, or other client-facing roles, preferably in the retail or FMCG sector.

Proven ability to achieve sales targets, build strong client relationships, and contribute to business growth.

Solid understanding of retail sales cycles, supply chain operations, and product categories.

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

Proficiency in Microsoft Office (particularly Excel and PowerPoint); experience with CRM systems is an advantage.

Self-motivated, target-driven, and resilient.

Strong communication, negotiation, and presentation skills.

Ability to build rapport quickly and develop trust with business owners.

Comfortable working independently and managing your own pipeline. The company reserves the right to amend these duties from time to time and as determined by business needs.

Working Hours: 39 Hours Per week

Annual Salary: 37000

Hourly Rate: €18.25

Company: AK BANSAL LIMITED

Job Location: 2 Applegreen Service Station, Main Street Derrinturn, Kildare, W91X9KC

Start date: 10/08/2026

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

Career Level

- Entry Level