



RODNEY'S RETAILING LIMITED



#JOB-2448580



CENTRA, Anne Street, Ballyjamesduff, Co.

Cavan, A82 P935



No of positions : 1



Paid Position



39 hours per week



40000.00 Euro Annually



22/05/2026



19/06/2026

How to apply

Application Method :

Not available



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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

Working Hours: 39 Hours Per week

Annual Salary: 40000

Hourly Rate: €19.72

Company: Rodney's Retailing Limited

Job Location: Centra, Main Street, Ballyjamesduff, Cavan, Ireland A82 P935

Start date: 18/08/2026

Contract type: Permanent Full-time

As the company continues to expand, this role will evolve over time. The core responsibilities will focus on the following areas:

- Identify and actively pursue new business opportunities to drive revenue growth and expand market presence.
- Build and maintain strong, long-term relationships with suppliers, distributors, retail partners, and key clients.
- Manage and grow existing accounts while consistently generating new business in line with sales targets.
- Conduct market research and competitor analysis to stay ahead of trends, monitor performance, and identify new opportunities.
- Prepare and deliver compelling proposals, presentations, and pitches to prospective clients and partners.
- Work closely with internal teams (marketing, procurement, logistics) to support product launches, promotions, and customer initiatives.
- Track sales performance and contribute to strategic planning to enhance customer reach and overall business growth.
- Proactively follow up on leads and enquiries to ensure strong conversion and consistent pipeline movement.
- Build relationships with new clients while maintaining regular engagement with existing customers to drive repeat business.

- Assist in planning and executing quarterly and annual sales and marketing strategies.
- Maintain accurate and up-to-date records within the CRM system, including client data and sales pipelines.
- Understand customer requirements and recommend suitable product options, clearly communicating any limitations where relevant.

About You

- 1–2 years of experience in retail sales, business development, or a client-facing role, ideally within the retail or FMCG sector.
- Good understanding of retail sales cycles, supply chain processes, and product categories.
- Strong communication, interpersonal, and negotiation skills, with confidence in presenting and handling client queries.
- Proficient in Microsoft Office (especially Excel and PowerPoint); experience with CRM tools is a plus.
- Strong analytical and problem-solving skills, with a proactive, results-driven mindset.
- Ability to work independently as well as collaboratively in a fast-paced, target-driven environment.
- Adaptable, quick to learn, and comfortable working in a dynamic business environment.

The company reserves the right to amend these duties from time to time, in line with business needs.

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

Career Level

- Entry Level