



ALNIBRA LIMITED



#JOB-2453682



The Hatchet Inn, Barstown, Dunboyne, Co.
Meath, A86 NY13



No of positions : 1



Paid Position



39 hours per week



37000.00 Euro Annually



16/06/2026



14/07/2026

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

As the company expands, the responsibilities will evolve and change over time. The core responsibilities will centre around the following areas:

Proactively identify and pursue new business opportunities to drive revenue growth and expand market share.

Accurately record and manage sales activities within the company's CRM system to ensure data integrity and actionable insights.

Stay up to date with industry trends to effectively position products and services in a competitive market.

Build and nurture strong relationships with suppliers, distributors, retail partners, and existing clients, ensuring long-term collaboration.

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

Conduct in-depth market research and competitor analysis to anticipate customer needs, track performance, and uncover emerging retail opportunities.

Prepare and deliver compelling business proposals, presentations, and pitches to prospective clients and strategic partners.

Collaborate closely with marketing, procurement, and logistics teams to support product launches, promotional campaigns, and customer engagement initiatives.

Monitor and analyze sales performance to inform strategic planning and enhance customer reach and overall business growth.

About You

1 year of experience in business development, or other client-facing roles, ideally within the retail or FMCG sector.

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

Exceptional communication, interpersonal, and negotiation skills, with the ability to present confidently and respond effectively to managers, clients, and customers.

Proficient in Microsoft Office (particularly Excel and PowerPoint); experience with CRM systems is a strong advantage.

Strong analytical, problem-solving, and decision-making skills, with a proactive and results-driven mindset.

Ability to work effectively both independently and collaboratively in a fast-paced, target-driven environment.

Highly organised, detail-oriented, and able to manage multiple priorities with a strong sense of urgency and commitment to deadlines.

Adaptable and quick to learn, comfortable with changing priorities and new technologies, and able to work with objectivity and professionalism.

Previous experience in a similar role or industry would be considered a valuable asset.

Working Hours: 39 Hours Per week

Annual Salary: 37000

Hourly Rate: €18.25

Company: Alnibra Limited

Job Location: The Hatchet Inn, Barstown, Dunboyne, Co Meath, A86 NY13, Ireland

Start date: 15/09/2026

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

Career Level

- Entry Level