



BC Stores Ltd



#JOB-2456098



CENTRA, 33-35 Johnstown Road, Cabinteely,
Dublin 18, A96 VN8V



No of positions : 1



Paid Position



39 hours per week



36605.00 Euro Annually



03/07/2026



31/07/2026

How to apply

Application Method :

Not available



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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

BC Stores Ltd is a growing retail company engaged in the trading and distribution of food, beverages, and daily essentials. As the company 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 and expand market share.

Develop and maintain strong relationships with suppliers, distributors, retail partners, and existing clients.

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 clients and partners.

Collaborate with internal teams (marketing, procurement, logistics) to support product launches, promotions, and customer initiatives.

Monitor sales performance and contribute to strategic planning to improve customer reach and overall growth.

Participate in trade shows, exhibitions, and networking events to represent and promote the company's offerings.

Support the sales and marketing team with the production of daily, weekly, and monthly performance reports.

Assist in preparing and executing quarterly and annual sales and marketing action plans with the marketing team.

Maintain accurate and up-to-date records in the CRM system, including client databases and lead pipelines.

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

About You

1–3 years of experience 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.

Strong analytical, decision-making, and problem-solving abilities, with a proactive and goal-oriented approach.

Highly organised, detail-oriented, and capable of working with a sense of urgency while meeting deadlines.

Adaptable to frequent changes, open to learning new technologies, and able to work impartially and objectively.

Prior experience in a similar environment would be considered an added advantage.

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: 36,605.00

Hourly Rate: €18.05

Company: BC Stores Ltd., t/a Centra

Job Location: Centra, 33-35 Johnstown Road, Cabinteely, Co. Dublin A96 VN8V, Ireland

Start date: 28/09/2026

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

Career Level

- Entry Level