



HUSSAIN AND JB LIMITED



#JOB-2457966



APACHE PIZZA, Pearse Street, Kinsale, Co.

Cork, P17 N524



No of positions : 1



Paid Position



39 hours per week



45000.00 Euro Annually



13/07/2026



10/08/2026

How to apply

Application Method :

Not available



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Business Development Manager

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

Hussain and JB Limited is expanding its B2B food supply and cold-food product distribution operations across Ireland. This role will focus on developing relationships with wholesale, retail, food-service and corporate clients, securing large and recurring orders, and supporting the commercial growth of the company's food product lines. Main Responsibilities

- Identify and develop new business opportunities within the food, wholesale and food-service sectors.

- Build and maintain strong relationships with B2B clients, including wholesalers, retailers, hospitality businesses, corporate canteens and catering operators.

- Develop business opportunities with large buying groups and food distributors, including organisations such as Musgrave Group and BWG Foods.

- Promote the company's cold-food product lines, including pre-made pizzas, pasta and related ready-to-cook products.

- Present products, pricing and supply options to prospective clients and respond to commercial enquiries.

- Prepare quotations, proposals and pricing arrangements for large-volume and recurring customer orders.

- Negotiate pricing, order quantities, delivery schedules and commercial terms with customers.

- Manage existing customer accounts and identify opportunities to increase order volumes and expand the range of products supplied.

- Follow up with customers on quotations, product samples, trial orders and ongoing supply requirements.

- Conduct market research and competitor analysis to identify customer demand, pricing trends and new product opportunities.

- Support product promotions, customer presentations, trade marketing and new product launches.

- Collect and analyse customer feedback on products, packaging, pricing and service levels.

- Prepare regular sales forecasts, customer account updates and business development reports for management.

Work closely with operations to ensure product availability, stock planning and timely fulfilment of large customer orders.

Develop and manage supplier relationships for raw materials, cold ingredients, finished food products and packaging.

Identify and onboard suitable vendors and negotiate pricing, delivery schedules and quality standards.

Coordinate packaging requirements, including cartons, food-grade containers, labels and customised packaging for B2B customers.

Ensure compliance with company policies, health and safety requirements, food safety standards and relevant Irish and EU food regulations.

About You

Basic experience in business development, sales, account management or a client-facing commercial role.

Experience working within the food, field sales, hospitality or food-service sector is preferred.

Working Hours: 39 Hours Per week

Annual Salary: €45,000

Hourly Rate: €22.19

Company: Hussain & JB Limited

Job Location: Hussain & JB Limited, Apache Pizza, Spar, Pearse Street, Kinsale, Cork, P17 N524, Ireland

Start date: 05/10/2026

- **Sector:** accommodation and food service activities

Career Level

- Entry Level