



Company Details Confidential



#JOB-2459076



SUPERVALU, Carrigaline Sc, Main Street,
Carrigaline, Co. Cork, P43 A096



No of positions : 1



Paid Position



39 hours per week



36700.00 Euro Annually



21/07/2026



18/08/2026

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

Responsibilities:

- Identify and pursue new business opportunities to drive revenue growth and expand market share.
- Contribute to the development and implementation of the company's business development, sales and commercial account strategies, and help set commercial targets and account development plans in line with growth objectives.
- Manage and grow key supplier and customer accounts, maintaining service delivery, retention and revenue growth.
- Develop long-term relationships with suppliers, customers, distributors, and partners.
- Conduct market research and competitor analysis to identify customer trends, pricing, demand, and opportunities, ensuring products remain competitive in the retail and FMCG sectors
- Prepare proposals, quotations, presentations and commercial pitches for prospective customers, suppliers and business partners.
- Monitor and analyze sales performance, prepare sales forecasts and account performance reports, and provide commercial recommendations to senior management to inform strategic planning.
- Prepare and contribute to quarterly and annual business development and commercial action plans.
- Review product and category performance with management and advise on ranges or categories to be introduced, expanded, repositioned or discontinued.
- Accurately record and manage accounts, leads, negotiations and business development activity within the company's CRM and reporting systems to ensure data integrity and actionable insights.
- Represent the company at trade shows, exhibitions and networking events, strengthening brand presence and building partnerships.

About You:

- A relevant degree or professional qualification in business, sales, marketing, or a related discipline, or equivalent experience.
- At least 1 year of relevant experience in business development, sales or account management, ideally within the retail, wholesale or FMCG sector.

- Proven experience in managing customer or supplier accounts, developing sales activity and identifying new business opportunities.
- Demonstrated ability to meet sales targets, negotiate agreements and contribute to revenue growth.
- Good understanding of sales, product categories, pricing, promotions and supply-chain operations.
- Strong market research and analytical skills, with the ability to interpret sales figures, customer data and competitor information.
- Excellent communication, presentation, interpersonal and negotiation skills.
- Proficiency in Microsoft Excel, PowerPoint and CRM or sales reporting systems.
- Strong commercial judgement, problem-solving and organizational skills, with the ability to manage multiple accounts and priorities and to work on own initiative.

Working Hours: 39 Hours Per week.

Annual Salary: 36,700.00

Company: Barry Collins (Supermarket) Limited t/a Barry Collins Superval.

Job Location: Main Street, Co. Cork., Carrigaline, Cork, P43 A096.

Start date: 28/09/2026.

- This vacancy is suitable for Remote/Blended working
- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Executive