



ELYO BASE LIMITED



#JOB-2471678



Londis, Rhode, Rathmoyle, Rhode, Co. Offaly,
R35 RC67



No of positions : 1



Paid Position



39 hours per week



36700.00 Euro Annually



24/09/2026



22/10/2026

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

Responsibilities:

Identify and pursue new business opportunities to increase revenue and expand market share.

Build and maintain strong relationships with existing customers, suppliers, distributors and business partners.

Manage existing trade accounts and identify opportunities to increase order frequency, product range and overall account value.

Prepare and deliver persuasive business proposals, presentations, and pitches to potential clients and partners.

Maintain an accurate CRM pipeline covering leads, enquiries, quotations, follow-ups and account activity.

Follow up on outstanding quotations and sales opportunities and work towards converting them into active accounts.

Liaise with suppliers and distributors regarding product pricing, availability, promotional support and trading terms.

Compare supplier pricing and purchasing terms to support cost-effective buying decisions.

Monitor product cost changes and assist with reviewing customer pricing and margin levels.

Support purchasing decisions by reviewing sales demand, stock movement, shelf life and current inventory levels.

Work with procurement, warehouse and logistics teams to ensure customer orders and stock requirements are managed effectively.

Support product launches and promotions by coordinating stock availability, pricing, customer communication and marketing activity.

Review customer, product and category performance to identify potential sales opportunities or underperforming areas.

Conduct competitor and market research to monitor pricing, product ranges, customer trends and new commercial opportunities.

Contribute to quarterly and annual sales and marketing plans and support implementation of agreed

commercial activities.

Attend supplier meetings, customer visits, trade shows, exhibitions and networking events as required.

Maintain accurate customer, supplier, pricing and product information within internal systems and company records.

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

Working Hours: 39 Hours Per week

Annual Salary: €36,700

Company: Elyo Base Limited

Job Location: Londis, Rhode, Rathmoyle, Rhode, Offaly R35 RC67

Start date: 07/12/2026

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

Career Level

- Entry Level