



Bibby Financial Services Limited



#JOB-2476769



BIBBY FINANCIAL SERVICES, Heather

House, Heather Road, Dublin 18, D18 X2P7



No of positions : 1



Paid Position



37.5 hours per week



To be Confirmed



26/10/2026



23/11/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

URL :

<https://careers.bibbyfinancialservices.com/job/975921>



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

Business Development Executive - Dublin

Bibby Financial Services are growing, and we're looking for a Business Development Executive to join our Team. The Business Development Executive will support the Sales team in delivering new clients and revenue for the company, by engaging with prospective clients to understand business & funding requirements whilst delivering excellent customer service to all clients, prospect clients, internal and external customers.

What you'll be doing:

Support BDMS in explaining relevant product features, requirements and potential limitations to prospective clients, ensuring that client requirements are understood before progressing opportunities.

Support discussions with prospective clients regarding proposed facilities and relevant commercial information, including pricing, facility and credit details where appropriate and within the responsibilities and authority of the role.

Proactively follow up prospective clients, introducers and sales opportunities to progress enquiries, maintain relationships and identify opportunities to secure new or further business.

Maintain up-to-date knowledge and understanding of developments in asset-based finance, Bibby products and services, competitors and relevant markets to support informed conversations with prospective clients and introducers.

Support and liaise with the Sales team and Risk to fully understand legal documents, demonstrating ability to raise documentation and complete sign up's with the prospect ensuring accuracy and full completion of all required documentation to facilitate a smooth take on.

Promote and represent the Bibby brand and services; demonstrate you are an ambassador for Bibby Financial Services Ireland.

Who are we looking for?

Demonstrates a real hunger for sales and is driven by success, proactively identifying and progressing opportunities to generate new business whilst using all appropriate behaviours.

Able to communicate relevant product, service and facility information clearly to prospective clients and introducers, adapting communication to their individual business requirements.

Uses these relationships to understand prospect and client requirements, support appropriate solutions and identify opportunities for new and further business.

Listens to and interprets prospective client requirements and ensures relevant information is captured and progressed appropriately through the sales process.

Takes responsibility for actions, seek opportunities to create new leads; manages time, prioritises work and plans ahead.

- **Sector:** financial and insurance activities

Career Level

- Experienced [Non-Managerial]