

# Business Development Executive

Permanent (Full Time) / Cork - Ireland / PELOM1345yyyyy

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## Summary

### Business Development Executive

PE Global is a resourcing company, with offices in Cork, Dublin & London, that specializes in offering tailored recruitment solutions to companies and organisations in the domestic and international markets.

We are currently recruiting for a **Business Development Executive** to help grow the business and take it to its next stage of expansion.

The person requires 3-5 years' experience. Previous experience within the recruitment sector is a bonus.

### The job entails the following:

Prospect for new clients by networking, cold calling, advertising or other means of generating interest from potential clients.

Locate or propose potential business deals by contacting potential partners; discovering and exploring opportunities.

Strategic planning – responsibility for developing the pipeline of new business coming into the company. A thorough knowledge of the market, the solutions/services PE Global can provide and of our competitors is necessary.

Develop a rapport with new clients and harvest them for further business whilst providing support that will continually improve the relationship.

Plan persuasive approaches and pitches that will convince potential clients to do business with PE Global.

Forecast sales targets and ensure they are met.

Work with the Marketing Manager to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.

Follow up DM campaigns carried out by marketing.

Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.

Warm call dormant clients with the goal of converting them to active clients again.

Nuture existing clients and grow the current business with them.

Track and record activity on accounts and help to close deals to meet these targets.

Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

Participate in pricing the solution/service.

Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

Submit weekly progress reports and ensure data is accurate.

Ensure that data is accurately entered and managed within the company's CRM or other sales management system.

Present to and consult with management on business trends with a view to developing new services, products and distribution channels.

Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Attend industry functions, such as association events and conferences and provide feedback and information on market and creative trends.

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Present an image that mirrors that of the client.

A person who can grow with our organization.

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## **Business Development Executive Skills and Qualifications**

Motivation for Sales, Prospecting Skills, Closing Skills, Selling to Customer Needs, Sales Planning, Market Knowledge, Presentation Skills, Territory Management, Meeting Sales Goals, Energy Level, Networking, Persuasion, Professionalism.

## **Education**

Bachelors Degree in Business Studies or similar field and 3-5 years of sales experience.

PE Global only hires the best people so we are looking for someone who wants to drive our company upwards but also their own career. We offer an excellent salary and bonus package for the right

candidate.

If interested please send your CV and a cover letter for the attention of Linda O'Mahoney by April 7<sup>th</sup>.

[linda.omahoney@peglobal.net](mailto:linda.omahoney@peglobal.net)

[www.peglobal.net](http://www.peglobal.net)

Although it is not possible for us to respond to all applications, we at PE Global will do our utmost to give you feedback on your application. You have sent your Cv into us as a company and even though you have sent your CV to a particular position, we are making the reasonable assumption that you are active on the job market and as part of our normal recruitment service we will discuss other suitable positions with you. You are free to opt out of this so please specify in your application to us if you just want to be contacted in relation to a specific vacancy. Your Cv is sent to a central recruitment inbox which a number of people in the applicable PE Global division have access to and so this means that you might not be contacted by the named person in this advert.