

The Company: Irish Country Meats is the specialists sheepmeat division of Slaney Foods Group with operational locations in Ireland at Camolin, Co. Wexford & Navan, Co. Meath, in addition to a recently acquired business in Liege, Belgium. The Group has established market positions in Ireland, U.K. and mainland Europe, servicing retail, foodservice, wholesale and manufacturing customers within our market range.

The Role: Due to ongoing expansion and a recent acquisition in Liege, Belgium, Irish Country Meats are seeking to appoint a Business Development Manager responsible for the coordination and cohesion of business development across our markets. This is an excellent opportunity for the right candidate to play a significant role in the management and development of an established and very successful food processing company. On offer is a very attractive salary and company benefits.

Group Business Development Manager

Key responsibilities include:

- Develop and implement strategic sales plans to meet and exceed sales targets and business goals.
- Cultivate, build and manage new client relationships to ensure service excellence.
- Direct sales forecasting activities and set performance goals accordingly.
- Act as a liaison between the sales department and other departments that interact/impact the sales marketing function.
- Generate deep insights about the industry/market and develop strategic recommendations.
- Identify and participate in trade shows, conferences and key events to attract new clients.
- Prepare and present professional presentations and proposals for prospective clients.
- Monitor and evaluate activities and products in our market segment.
- Any other reasonable tasks as may be assigned.

The Candidate: The successful candidate will have a number of years experience in a similar role in the meat and/or broader food sector with a proven track record of delivery and will meet the following specific criteria;

- Fluency in English and one or more European languages a decided advantage.
- A minimum of three years sales experience, ideally within the FMCG industry.
- Strong track record in new business development (including target delivery) and an ability to demonstrate the commercial acumen to work and succeed in a fast paced environment.
- Customer focused with excellent negotiation skills.
- Demonstrate an energetic, self motivated and flexible approach in all matters.
- Highly organised and disciplined.
- Honesty, integrity and openness.
- Willingness to travel consistent with demands of the role.

Salary: The remuneration package on offer will reflect the importance of the role and the experience of the successful candidate.

If you feel that you have the experience consistent with the demands of this position, we would welcome the submission of an up to date C.V. to the Human Resources department, Irish Country Meats, Bayland, Co. Wexford.
Email: careers@irishcountrymeats.com

The closing date for applications is the 10th June 2011.



■ Bayland, Camolin, Co. Wexford. ■ T +353 (0)53 9366300 ■ E: careers@irishcountrymeats.com

www.irishcountrymeats.com