



EU BUSINESS DEVELOPMENT EXECUTIVE

About Us

ABP Food Group is one of Europe's leading privately owned agribusiness companies. We are the UK and Ireland's largest beef processor. Our core business – ABP Beef has primary sites in Ireland, UK and Poland and it is supported by its renewable, pet food and protein divisions, which combine to ensure the value of by-products is maximized and the environmental impact of our business and customers is minimized. We employ over 11,000 people in 46 manufacturing plants in Ireland, UK, Denmark, Poland, Austria, Holland, France and Spain.

This is an opportunity to join a market leader in the beef sector who is growing the business beyond market expectations. A company that has a reputation as an excellent employer and people focused business.

About the Role

This new role involves helping to manage core long term food service accounts whilst also developing strategic new business, with the main customers based in large European countries.

This is a fantastic opportunity for an individual who wishes to work within a fast paced, dynamic organisation and who desires access to Directors and Senior Managers. There are a number of roles attached to this advert which consist of opportunities both based in the EU and Ireland. The role of EU Business Development Executive is a great opportunity for worldwide travel and to experience new cultures. The package with this role is extremely competitive and would entice the top candidates. The successful candidate will receive a full training plan and will work towards a performance related package once they become a fully-fledged EU Business development Executive.

Key Duties & Responsibilities

- Negotiating Sales, relationship building; researching the market and related products; presenting the new product in a structured professional way face to face to retail buyers internationally
- Negotiating on price, costs, delivery and specifications with buyers and managers.
- Deliver commercial strategy, develop new initiatives, support and develop the category plans while driving growth through an expanded range.
- Ensuring correct product mix in each account, maximising profitability and efficiency.



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- Manage all customer contracts within the territory including managing pricing and range.

Skills, Experience & Qualifications Required

- Must be proficient in a second European language such as German or French.
- A minimum of 2-4 years' experience in an agribusiness with a track record of achieving sales targets.
- Degree in Business/ Sales/ Food Innovation or related discipline.
- Good communication & negotiation skills with an ability to develop relationships and work on their own initiative.
- Knowledge of international shipping would be an advantage but not essential.
- Be open to learning and eager to progress and help us grow in our Sales Department.
- Full driver's license

Applications: Please send a copy of your CV and cover letter to recruitment@abpireland.com by 15th January 2018 referencing the title of this role