

Job Description – Business Development Executive

About Fitz Scientific

Fitz Scientific are one of Ireland's fastest growing independent laboratories. We provide a trusted environmental and food monitoring and testing service to government agencies, utility companies, health service providers, pharmaceuticals, food production and service companies. We have an outstanding team of scientists and technicians who are the best at what they do in their field. We have grown significantly in recent years, and have a challenging development plan for the next 5 years.

The Position

The successful candidate will be responsible for the following activities:

- Building technical knowledge and understanding of customer testing requirements.
- Identifying potential new sales opportunities through inbound lead generation, lead follow-up, outbound cold calls and emails.
- Building relationships with new customers.
- Generating new business in Ireland and overseas.
- Developing overseas marketing campaigns, for specific niche testing markets.
- Preparing and issuing quotations for new business.
- Completing tenders and offers of service to new customers.
- Achieving monthly and annual sales targets as per business plan.
- Assist with outbound digital marketing campaigns.
- Assisting with online marketing and online sales generation.
- Developing new business leads through research, website and trade events.

Minimum Requirements

- 2+ years Business Development experience
- Third Level qualification
- Full Clean Irish Driving Licence

This is a full time position and is subject to a probationary period of 6 months.

- Water
- Food
- Air
- Occupational
- Building
- Soil

T +353 (0) 41 984 5440
E info@fitzsci.ie
W www.fitzsci.ie

Unit 35, Boyne Business Park
Drogheda, Co Louth
A92 D52D
Ireland