

Job Description – Sales & Business Development Executive

About Fitz Scientific

Fitz Scientific are one of Ireland's fastest growing independent laboratories. We provide a trusted 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
- Building relationships with new customers
- Arranging meetings and making outbound calls to new customers
- Generating new business in Ireland and overseas
- Developing overseas marketing campaigns, for specific niche testing markets
- Issuing quotations for new business
- Developing new business offerings to existing and new customers
- Working with Field and Analytical Services in developing new business
- Completing tenders and offers of service to new customers
- Working with service departments developing new business
- Achieving sales targets as per business plan
- Outbound newsletter and updates
- Outbound Advertising
- Assisting with online marketing and online sales generation
- Developing new business leads through research, website, trade events, seminars etc

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

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

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