



Mahony Fleet

Business Development Manager Role

Job Title: Business Development Manager

Reports to: Sales Director

Department: Sales

Location: Dublin, Ireland (nationwide coverage)

Date: August 2023

Job Purpose

The primary objective of this role is to generate new fleet business and to cultivate long term relationships with these customers, as well as a portfolio of existing clients, with a view to increasing the corporate fleet size and maximising profit.

Key Roles and Responsibilities

- Maximise new business opportunities across the SME, MNC & Public sectors through innovative sales techniques.
 - Manage and develop existing customer relationships to enhance profit levels and penetration of services.
 - Plan, implement and manage sales strategies, targets and sales performance so that fleet growth and profitability are met and exceeded.
 - Manage the international tender process in coordination with the company's international partners.
 - Liaise with third party suppliers to ensure that the customer requirements are met.
 - Act as the primary point of contact for your portfolio of customers.
 - Communicate regularly on sales progress within the sales cycle and preparing reports on KPIs
 - Develop vehicle policy documents for customers when requested.
 - Participate in marketing activities where necessary.
 - Maintain an up to date record of all leads and opportunities in CRM system.
 - Participate in training programmes offered by the company.
 - Engage in continuous performance evaluation and training projects.
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Qualifications & Skills

- Minimum of 2+ year working in fleet or asset leasing sector is preferred – a background in automotive fleet sales would be an advantage.
- Solid technical knowledge of leasing and all fleet related products, systems and processes, direct customer acquisition techniques and margin/value creation.
- Organization including Administrative, Sales, Management, Leadership Team
- Excellent interpersonal, presentation and organisational skills.



- High energy with infectious enthusiasm, with a collaborative, team-centered working style.
 - A third level degree in business or a related discipline is desirable.
 - Proficiency with Microsoft Outlook, Excel and Word
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Benefits

- Competitive salary and commission.
- 22 days annual leave (increasing to 25 days under length of service scheme).
- Training, development and career progression programme
- Bike to work scheme available.
- Onsite parking
- Along the DART line (Howth Junction)
- Friendly work environment.

Please submit your CV to Mr. John Young, Sales Director jyoung@mahonyfleet.ie

Company Overview

Part of the wider Denis Mahony Group, Mahony Fleet is Ireland's leading independent vehicle leasing and fleet management provider. A third-generation family-owned and family-run business, we are the pioneering vehicle leasing company in Ireland with a deep heritage and pedigree in the sector for over 55 years.

We deliver a fully rounded lease offering that is designed around our customers which includes a range of fleet management services such as vehicle funding, maintenance, short-term hire, electric vehicle solutions, fuel card management, toll tags and much more.

Our legacy and reputation in the sector are among our key strengths – Customers and suppliers have enjoyed long-standing relationships with us and trust in our advice and the solutions we provide.