



Victoria House (4th Floor)
Victoria Road Chelmsford
CM1 1JR

01245 707 449

info@moymaterials.co.uk
www.moymaterials.com

Job Title: Business Development Manager, IE

Company: Moy Materials Ltd.

Location: Ireland

Reporting to: Head of Business Development

Company Overview.

Moy are a leading supplier of high-performance roof waterproofing systems. Headquartered in Dublin with bases in the UK and Europe our innovative, waterproofing solutions and our unparalleled technical support has earned MOY a raft of high-profile clients across the globe and place us at the forefront of this dynamic and competitive industry.

As part of our continued evolution and growth we are currently recruiting in the post of Business Development Manager, Ireland.

The Irish Business Development Manager will play a pivotal role in driving business growth within the Irish sector. This role involves developing and executing strategies to identify and capture new business opportunities, build strong relationships, and contribute to revenue expansion in Ireland. You will have responsibility for clients, specifiers, key General Contractors and the growth of Moy regarding specification lead work. The key focus is to work with construction management teams and the Moy team pre-construction, to ensure Moy gain ample specifications and relationship opportunities maximising controlled growth and ensuring the Moy service is delivered in full. The Business Development Manager is expected to contribute information to aid growth of regional revenue and market share, while improving the win ratio of specifications. They are expected to maintain a high standard of technical performance and feedback for product development.

Key Duties & Responsibilities:

- Develop and implement a comprehensive business development strategy for their region, aligned with overall company goals.
- Identify potential growth areas, market segments, and target clients within the region. Conduct thorough market research to understand local market trends, customer needs, and competitive landscape.
- Identify emerging opportunities and market gaps to drive revenue growth.
- Identify and prospect potential clients through various channels, including cold calling, networking, referrals, and industry events.
- Build a robust pipeline of qualified leads for potential business opportunities on the CRM.
- Establish and nurture strong relationships with key stakeholders, decision makers, and influencers within the region / sector.



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- Serve as the primary point of contact for client enquiries, concerns, and relationship management.
- Create sales presentations and proposals that highlight the value proposition and solutions to address client needs.
- Lead negotiation processes to secure new business deals and partnerships.
- Collaborate with internal teams, including Marketing, Sales, and Product Development, to align business development efforts with company objectives.
- Coordinate with other regions and teams to share best practice and insights.
- Engage with existing clients to understand their evolving needs, identify upsell opportunities, and ensure high levels of client satisfaction.
- Develop strategies to enhance client retention and loyalty.
- Key performance indicators (KPIs) will be set related to business development activities. Prepare regular reports detailing progress, opportunities, challenges, and recommendations for improvement.

Any other reasonable duties and responsibilities as maybe required.

This job description will be subject to review and in light of developments and/or changing circumstances may be altered to include other duties and responsibilities as may be directed by the Company to meet business needs.

Moy Materials Ltd. is an equal opportunities employer.

Applications.

Interested candidates should apply in the strictest confidence to humanresources@MoyMaterials.com