

Business Development Engineer – Industrial Automation

We at Mitsubishi Electric Ireland are looking to speak to experienced Business Development Engineers who may have an interest in a role within the Factory Automation division.

Role Responsibilities:

- Proactively develop and retain new automation business and clients.
- Deliver growth in turnover for Mitsubishi Electric Ireland's Automation Business Unit
- Work with and support automation partners on a regular basis to develop their business.
- Coordinate support activities to grow our automation partner business.
- Progress and present automation solutions to potential clients across various industries.
- Maximise new business development activity to achieve growth.
- Work with Marketing and Product Management to develop campaigns for new technologies.
- Ensure our automation partners and the market are kept abreast and familiar with the latest automation products and solutions on a regular basis.

Candidate Profile:

- Proven experience developing new business and realising growth in the field of Industrial automation in the area of Controls, Drives and Visualisation Technologies.
- Working knowledge of the Irish Manufacturing and Automation Market.
- Ability to communicate technical automation solutions and information.
- Integrity, good presenting and interpersonal skills.
- Energy, competitiveness and drive to succeed.
- Commercial negotiation.
- Driver's licence.
- Proficient with Microsoft Word, Excel, PowerPoint and Outlook.
- Flexibility to travel if required.
- Desirable: 3rd Level Engineering or Science Qualification

Very competitive remuneration package in line with experience including excellent base + commission, health Insurance, Social Club, pension, wellness program, Company Car, Phone, Laptop.

If you are interested in this role please send your CV to noreen@thegreendoor.ie .