

## Business Development Engineer – Industrial Automation

**About Us:** Here at Mitsubishi Electric, we pride ourselves in delivering innovative, high performing and competitive systems with low running costs and reduced carbon emissions. Our versatile product range is driven by advanced technology to meet the latest legislation and regulations - all designed specifically with our customers in mind. 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.

**Job Title:** Business Development Engineer

### 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.

### Required skills

- 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 license.
- Proficient with Microsoft Word, Excel, PowerPoint and Outlook.
- Flexibility to travel if required.

Desired Skills:

- 3rd Level Engineering or Science Qualification

Benefits:

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](mailto:noreen@thegreendoor.ie) .