

## **Business Development Engineer – Robotics**

**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.

**Company:** Mitsubishi Electric, Ireland Branch, Plunkett House, Grange Castle, Dublin 22

**Role:** Business Development Engineer

**Reporting to:** Business Unit Manager, Automation

### **Key Responsibilities:**

- Proactively develop and retain new robotics clients in the Irish Market.
- Deliver turnover growth for the Automation Business Unit in line with growth targets.
- Work with and support robot customers on a regular basis to develop their business.
- Coordinate support activities to grow our robotics business.
- Progress and present robotic solutions to potential clients across various industries.
- Manage internal robot projects and solution developments.
- Maximise pro-active new business development activity to achieve growth.
- Work with Marketing and Product Management to develop campaigns for new technologies.
- Ensure our robot customers and the market are kept abreast and familiar with the latest automation products and solutions as they are released to market.
- Develop network of key stakeholders within client accounts

### **Required Skills and Competencies:**

- Integrity, good presenting and interpersonal skills.
- Proven experience developing new business and realising growth.
- Working knowledge of the Irish Manufacturing and OEM Industry.
- Ability to communicate technical solutions and information.
- Energy, competitiveness and drive to succeed in this role.
- Commercial negotiation skills.
- Driver's licence.
- Proficient with Microsoft Word, Excel, PowerPoint.

- Flexibility to travel outside of Ireland if required.

**Education** : 3<sup>rd</sup> Level Engineering or Science Qualification

If you are interested in this role please send your CV to  
[Noreen@thegreendoorgroup.ie](mailto:Noreen@thegreendoorgroup.ie)