



An Rinn, Dungarvan, Co . Waterford X35 XD88  
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*Nemeton TV is based in Waterford and Glasgow.*

## Job description

Position: Business Development Executive

Reports to: CEO

Purpose of the Position:

Your main job will be to find business leads, pitch Nemeton's services to prospective clients and ensure you establish a great working relationship with them. You will be tasked with prospecting for new clients by cold calling, networking and advertising. Once you find these leads, your job is to convince these prospects that we are the best choice.

Typically these will be sports organisations, corporates and broadcasters.

Once you land new clients, you have to develop a rapport and set targets while ensuring the working relationship blossoms. You will work with mid & senior level management in Nemeton, marketing and technical staff.

Here is a quick overview of the typical duties:

- Finding leads and converting them
- Preparing the commercial deals and negotiating them through to a successful conclusion
- Liaising with producers to ensure the specification of the production is being delivered to clients' expectations
- Building strong relationships with clients
- Introducing new product developments to existing clients
- Involvement in the creation of marketing content and strategy for delivering same
- Keeping track of client interactions

You will be expected to travel to meet clients as part of this role. While you will be working normal weekdays for the most part, we will occasionally require you to work at weekends.

### Requirements

Financial planning skills and business sense as well as marketing savvy. It requires constant creative thinking in order to discover new opportunities to spur growth.

- Excellent business sense
- Good time management and ability to meet deadlines
- An extremely positive attitude
- The capacity to set and meet targets

**The specifics of this role.**

1. Bring new clients/sports on board for our streaming business
2. Find sponsors for the BeoSport site and work with them and the production team in delivering their content
3. Seek out new broadcast opportunities
4. Seek out opportunities where we can supply technical services

**Qualifications & Experience**

At least five years experience working in a commercial or business development role.

**Personal Attributes**

- You will need strong communication & interpersonal skills
- Be a persuasive negotiator
- Be very well organised
- Be passionate about sport

These skills will be required to communicate, present, assert and speak to all the different stakeholders involved.

Business development is not a one-person show. It involves collaboration with multiple parties from inside and outside the company. A good business developer should be able to build relationships and influence.

An ability to set goals, plan and manage projects, manage the risks involved, calculate budgets, cost, time and teams requirements for projects.

A business developer will need to have strong research and analysis skills. These are necessary in order to benchmark the competition and keep us ahead of it.

**Other requirements**

- Travel will be a necessary part of the job
- The position is based in our HQ at An Rinn, Co. Waterford
  
- A knowledge of Irish would be an advantage
- *Ba bhuntáiste í tuiscint ar an Ghaeilge*
- Full clean EU Driving Licence

**Key Interactions**

Management Team

CEO

How to apply:

Please email your cover letter and CV to [hr@nemeton.ie](mailto:hr@nemeton.ie)

The closing date for applications is Friday 14 May 2021.

**Business Development Manager**  
**Feidhmeannach Forbartha Gnó**

Nemeton is an international TV and streaming production company.  
*Is comhlacht léirithe idirnáisiúnta é Nemeton atá lonnaithe i nGaeltacht na nDéise.*

We produce GAA, rugby, soccer, horse racing, boxing and much more for TG4, BBC, RTÉ, Sky Sports and international streaming broadcasters like MSTV.

*Clúdaímid cluichí Gaelacha, rugbaí, sacar, rásaí capall, dornálaíocht agus go leor eile do chraoltóirí in Éirinn ar nós TG4, agus thar lear.*

If you have a passion for sport and great business skills with five years' experience, then this position is designed for you.

*Má tá taithí forbartha gnó agat agus tú an-tugtha do chúrsaí spóirt, is duitse an ról seo.*

- The position is based in our HQ at An Rinn, Dungarvan
- A knowledge of Irish would be an advantage
- *Beidh an post lonnaithe sa Rinn i gCo. Phort Láirge agus ba bhuntáiste í tuiscint ar an nGaeilge.*

How to apply:

More information at/Eolas breise le fáil ar: <http://nemeton.ie/news>

Please email your cover letter and CV/Seol iarratas agus CV chuig: [hr@nemeton.ie](mailto:hr@nemeton.ie)

The closing date for applications is Wednesday 14 May 2021

*Roimh Dé hAoine 14 Bealtaine 2021*

### **Feidhmeannach Forbartha Gnó**

Is comhlacht léirithe idirnáisiúnta é Nemeton atá lonnaithe i nGaeltacht na nDéise.

Clúdaímid cluichí Gaelacha, rugbaí, sacar, rásaí capall, dornálaíocht agus go leor eile do chraoltóirí in Éirinn ar nós TG4, agus thar lear.

Má tá taithí forbartha gnó agat agus tú an-tugtha do chúrsaí spóirt, is duitse an ról seo.

Beidh an post lonnaithe sa Rinn i gCo. Phort Láirge agus ba bhuntáiste í tuiscint ar an nGaeilge.

Eolas breise le fáil ar [nemeton.ie](http://nemeton.ie)

Nó seol iarratas agus CV chuig [hr@nemeton.ie](mailto:hr@nemeton.ie)

Roimh an Aoine 14 Bealtaine 2021.