



Sales and Business Development Executive

Fallon & Byrne is Dublin's premier food destination and home to our bustling Food Hall, Wine Cellar, Dining Room and Ballroom. Fallon & Byrne is renowned for its dedication to quality, exceptional customer experiences and building community through food. With over 160 employees, we are committed to fostering a supportive and vibrant workplace culture that reflects our values of excellence, empathy, innovation, integrity and authenticity.

Forming a critical part of the Fallon & Byrne Sales team, the Sales and Business Development Executive will be responsible for leading B2B sales and designing strategies to deliver strong revenue targets across our hospitality and luxury retail segments of Fallon & Byrne.

We are looking for a strategic thinking, personable, sales driven individual who will make this role their own.

Responsibilities

Hamper and Corporate Gifting for the Food Hall:

- Develop and implement strategies to increase sales of hampers and corporate gifts.
- Cultivate relationships with corporate clients to understand their gifting needs and tailor bespoke solutions.

Exclusive Bookings and Corporate Events for The Ballroom:

- Manage and promote exclusive bookings and corporate events in The Ballroom.
- Conduct show-around to potential clients showcasing the unique features and capabilities of Fallon & Byrne and each area within the business.
- Collaborate with the operations team to ensure seamless event delivery and client satisfaction.

Corporate Dining for the Wine Cellar and The Dining Room:

- Drive sales for corporate dining experiences in the Wine Cellar and The Dining Room.
- Engage with corporate clients to promote private dining options and create customised dining packages.
- Ensure exceptional service standards and a unique dining experience for all corporate clients.

Client Follow-up and Satisfaction:

- Conduct regular follow-ups with client's post-purchase or post-event to ensure satisfaction fostering long-term relationships and repeat business.

Increased Tourist Footfall:

- Establish and nurture strong relationships with hotel concierges to promote Fallon & Byrne as a top destination for tourists.
- Provide hotel concierges with detailed information about our offerings, special events, and exclusive experiences.
- As well as other duties which may be assigned from time to time

FALLON BYRNE

DUBLIN

The Person

- 2+ years' experience in a B2B sales role preferably within the luxury goods market
- You're incredibly personable and have a history of building and maintaining relationships
- You're passionate about what you do and bring your authentic self to work everyday
- You're innovative in your approach to your role and not afraid to think outside the box
- You're an empathetic leader, with the ability to inspire others
- You combine analytical and methodical thinking with high attention to detail and a solution-focused approach
- You have a high standard of integrity, with sound judgement and a commitment to excellence
- You are an excellent relationship builder and focus on building trust and representing Fallon & Byrne

Working with Fallon & Byrne

At Fallon & Byrne we are committed to surpassing our customers' expectations. By joining our team, you will be part of a supportive and inspiring environment designed to help you achieve your best work. We offer abundant opportunities and the support needed to build an exceptional career across our diverse business specialisms.

What we offer:

In return for your dedication, you will receive an excellent benefits package, including;

- Salary between €40,000-€45,000 per annum
- Generous tiered commission
- The opportunity to work with a growing organisation with a growth mindset and a strong, dynamic leadership team
- The ability to move and grow within the business as it grows
- Opportunities for professional development
- Wellness programme
- A fun working environment with a great team around you
- Generous discounts on purchases in The Dining Room, Wine Cellar and Food Hall
- Subsidised meals on shift
- Company events and social gatherings

At Fallon & Byrne is an equal opportunities employer. We believe that the values of our people set us apart. We celebrate diversity, champion equality and promote inclusion in our approach to everything we do. We welcome applicants from all backgrounds, cultures, tastes and experiences. Your individuality is our strength.