

Business Development Executive - **USA**

***Heavy Equipment Industry, Waste & Recycling, & Agri-Engineering***

*Based in Chicago, IL or Boston MA – Remote start but applicant must be in based in Chicago or Boston area.*

**About us:**

As the economic development agency for the Government of Northern Ireland, Invest Northern Ireland (‘Invest NI’) is responsible for furthering the trade and investment growth of Northern Ireland industry in overseas markets.

The Invest NI Trade division assists companies across multiple sectors in Northern Ireland to identify and develop sales & strategic business partnerships in international markets. We’re looking for someone who wants to make a difference, has a passion for what makes companies tick, and is excited to work with the some of the most innovative and high-growth companies in the Northern Ireland

In order to strengthen our US Export Development team, we are seeking an enthusiastic and highly motivated individualto identify and develop new and existing sales opportunities for Northern Ireland manufacturers of heavy equipment, as well as agricultural equipment & technologies, across the US.

This Business Development Executive role is quite unique as Northern Ireland is also a global leader in the manufacture in the heavy equipment industry, supplying approximately 40% of the world’s demand for mobile crushing, screening and conveyor equipment used in production of aggregates, construction, demolition & recycling, mining, port handling through to forestry/biomass and agricultural applications.

The Invest NI America’s offices are located in Boston, New York, San Francisco, Chicago, as well as Canada (Toronto) and Latin America (Santiago, Chile).

**The Role and Requirements:**

To be successful, you must be a self-starter, innovative and proactive. You will have exceptional relationship management skills, and the ability to identify and develop a wide network of equipment dealers, buyers and partner organizations to help you produce results. Importantly, you will be able to identify, articulate and promote opportunities to Northern Ireland businesses to sell heavy machinery to buyers in the US.

* Must have proven business development experience, a clear understanding of the sales and procurement process and a strong track record of sales success within the heavy equipment, waste and recycling or agricultural machinery sectors.
* Develop and manage a portfolio of Northern Irish manufacturers/exporters to provide market entry/expansion advice and connection to opportunities with potential buyers, distributors, agents, suppliers, and any other relevant business partners.
* Deliver against a set of ambitious export sales targets through strategic market support to enable NI companies to secure sales.
* Identify, deliver and follow up on export development initiatives such as trade missions, seminars, webinars, receptions and other promotional events.
* Support visits to the US by NI companies including the setting up of programs of dealer/buyer appointments. Create visits to Northern Ireland for US buyers to meet with relevant companies.
* Provide key information and market intelligence to Northern Irish companies assessing the US as a potential export market.
* Develop strategic relationships with targeted companies, government, industry associations, diaspora, stakeholder, and influences in the US to increase knowledge and sales opportunities.
* Engage effectively with sector colleagues and stakeholders based in Northern Ireland to prepare client portfolios, agree export development programs for clients, and provide market insights and briefings to ensure that activity in the market aligns with corporate plans.
* Undertaketravel to events and meetings in the U.S. and occasional travel to Northern Ireland once travel restrictions have been lifted and circumstances surrounding Covid-19 permit. Occasionally attend official functions outside of office hours.
* Work with our PR and marketing team on campaigns and pertinent sales messaging for target industries and sales channels.
* Meet regularly with counterparts at the UK’s Department for International Trade (DIT) to identify UK government export program synergies and events in the US, and ensure Northern Ireland companies are engaged appropriately.

**Required Skills/Abilities:**

* Excellent verbal and written communication skills.
* Excellent interpersonal and client engagement skills.
* Proven sales ability with recent records of achievement
* Proficient in market research and analysis
* Excellent organizational skills and attention to detail.
* Excellent time management skills with a proven ability to meet deadlines.
* Operates with a high degree of professionalism
* Self-starter with the ability to work independently and as part of remote team
* Proficient in preparing and delivering Excel and PowerPoint reports and presentations
* Familiarity with sector related UK and US industries

**Education & Experience:**

* Bachelor’s Degree level qualification or equivalent
* At least seven years related experience required.

**To Apply:**

The position will be located in Chicago, Illinois or Boston, Massachusetts. To attract high quality and qualified applicants, the salary for this post is highly competitive. Invest NI offers a generous fully paid benefits package including medical, dental and HRA. A generous vacation/leave and holiday allotment and 401k Plan with a match up to 4%.

United States terms and conditions of employment will apply to the post holder and you must have the pre-existing right to live and work in the US as a US Citizen or Green Card holder.You must possess a clean driving license and ability to undertake road travel throughout North America (as necessary)

Your CV / Résumé must clearly demonstrate your experience and suitability for undertaking this role by providing clear evidence of how you meet the above requirements. Invest NI will not make assumptions from the title of the applicant’s post or the nature of the organization as to the skills and experience gained or the methodology you propose to use in the delivery of this role.

We are building and supporting one of most important sectors contributing to the Northern Irish economy. We really value our people and instead of relying on an algorithm to score buzzwords on your resume, we want to get to know you a little. Please include a cover letter that helps us get to know you and then let’s talk.

**To be considered for this challenging and exciting opportunity, please submit your CV / Résumé and a cover letter in a Word or PDF file format to** [**usrecruitment@investni.com**](mailto:usrecruitment@investni.com)**. Applicants without cover letters will not be considered. Closing date for consideration is Friday September 24th at 5PM EST.**

Late applications will not be considered.

Invest NI is an Equal Opportunities Employer.