NI Trucks – Business Development Executive

NI Trucks Limited is the Iveco Commercial Vehicle Dealership for Northern Ireland. We specialise in New & Used Truck Sales, along with their servicing and parts. Our aftersales also covers all makes of commercial vehicles.

We are supported by a network of regional partners across the country. Iveco is an international leader in the development, manufacture, marketing and servicing of a vast range of light, medium and heavy commercial vehicles selling more than 150,000 vehicles each year. We have an immediate vacancy for an experienced **Business Development Executive.** You will be responsible for managing an existing Iveco customer base, whilst developing new Iveco and all makes parts business within your assigned sales territory.

The role is primarily field based, and you are likely to have a proven parts sales background from within the commercial or automotive industry. You may already be in a different sector of the commercial or automotive linked industry and want a change of career. You will be able to demonstrate exceptional communication skills and have the capacity to work independently or as part of a team.

Key Responsibilities:

- Primarily field based you will be required to increase parts sales through all sales channels.
- Identify, capture and grow new parts sales opportunities.
- Meet sales targets as designated on either overall target or individual sales campaigns.
- Controls an effective customer call cycle.
- Develops, maintains and updates a structured customer database
- Maintain parts margin whilst gaining volume parts sales.

Key Attributes & Skills;

- You must have worked in a commercial/automotive parts department within the last five years in an identical or similar role.
- A full, valid driving licence.
- Displays a high level of enthusiasm and self-motivation.
- Previous experience in a similar role is essential.
- A proven track record of customer satisfaction.
- Great communication / prioritisation skills.

Desirable criteria:

- Previous experience working in a similar sales role.
- Previous experience working for a Commercial /Automotive Vehicle Parts Business.
- Experience of working in an all makes parts environment.

Please note:

1. The above list is not exhaustive and may be subject to change. It should be noted that the duties, designation and location of the post may be subject to change to meet the changing needs of the organisation.

2. Emerald Truck & Van reserve the right to review the experience and qualifications required depending on the volume of applicants.

3. Salary – will be dependent on experience and qualifications.

4. If you feel up to the challenge and have the relevant experience and ability we need, please email jobs@emtv.ie with your CV.

5. The closing date for receipt of applications is Friday 20 February 2026.