
JOB SPECIFICATION

COINDRUM LIMITED

August 2017

THE COMPANY

Coindrum is a venture backed start-up that created an innovation in the airport retail sector. Travellers can use the Coindrum self-service machines in airports to convert unwanted coins into higher value duty free retail vouchers before flying to different currency countries. Have a look at our [website](#) to understand the concept. The company is in 8 international airports with a strong pipeline for global expansion.

THE JOB

Term of employment: Permanent, starting ASAP with 6 months' probation

Location: We work in our own offices at 5 Argyle Square, Morehampton Road, Donnybrook, Dublin 4. International travel is a common feature and will be required.

Title: Business Development Executive

Purpose: Support company growth by growing customer base worldwide, signing airport and retail customers.

Duties & Responsibilities: Will vary significantly as a small but growing team due to the dynamic nature of an early stage business. Your job will go beyond sales responsibilities and will include, but not limited to:

- Building new customer base and relationships
- Managing ongoing customer relationships
- Developing new verticals for footprint expansion
- Other diverse and non-sales related tasks, such as:
 - Brainstorming and creative input assisting managerial and strategic decisions
 - Organisational and practical support for events such as trade fairs or investor presentations
 - Managing of social media presence and advertising opportunities
 - Research work etc.

THE CANDIDATE

Experience

Essential	Desirable
<ul style="list-style-type: none"> • Business development • Sales experience • Marketing/ Advertising • Client relationship management 	<ul style="list-style-type: none"> • 2+ years in a sales position • Prior Start-up business development experience • Retail sales exposure

Person

Essential	Desirable
<ul style="list-style-type: none"> • Personable and outgoing • Self-driven and proactive • Ready to take responsibility • Values teamwork but can work independently • Problem solver and highly organised 	<ul style="list-style-type: none"> • Passion for entrepreneurship • Interested in retail markets • A broad worldview and good cultural understanding

Skills

Essential	Desirable
<ul style="list-style-type: none"> • People focused and resourceful • Strong negotiation skills • Able to get to "YES" • Microsoft Word, Excel, PowerPoint • Good communication & writing skills 	<ul style="list-style-type: none"> • Photoshop, Graphic Design • Social Media, PR, Advertising

CONTACT

Please send your CV to: info@coindrum.com / or call +353 (0)1 539 4788