



Position: *Graduate to Export Programme (FM Environmental in association with Invest NI)*

Graduate Market Development Role

Overview:

FM Environmental Ltd in collaboration with Invest NI are looking for a graduate to spend 6 months at FM Environmental in Newry and 12 months in Canada as part of the highly anticipated Graduate to Export programme launched this year by Invest NI.

Location:

- Newry – 6 months
- Canada – 12 months

Salary:

£30,000 for 18-month project

In market support coverage: Accommodation, business related expenses, computer, phone

Training

The project will include an extensive training programme delivered by the University of Ulster—providing a pathway to securing a Post Grad Diploma in international marketing.

Responsibilities

- Spend 6 months at FM Environmental Ltd working with the Grease Guardian department and carrying out market research on the Canadian market
- 12 months will then be spent in Canada conducting further market research with the objective of defining a clear market entry strategy for the Grease Guardian.
- The candidate will be tasked with identifying opportunities for distribution and sale of the Grease Guardian in Canada
- A successful candidate will also assist the company's New York based sales team with US market development as a secondary role.
- The candidate must complete a market report on Canada that identifies opportunities and challenges for sales in Canada.
- The project should conclude with the appointment of at least one distributor in Canada

The above list of responsibilities must not be considered comprehensive. They are a summary of the main duties that the successful candidate will be required to undertake

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Qualifications and other requirements

- Degree (*Graduated within the last 5 years*)
- Excellent communication and problem-solving skills
- Active presence on social media
- Ability to learn product details and USPs quickly
- Willingness and experience in travel
- Hands on approach to sales with ability to absorb technical information

This is an opportunity for a graduate to work in a fast-paced, exciting environment with an opportunity to progress their career, learn new skills and see the world. If you wish to apply for this position, please submit your cv to

caroline@fmenvironmental.com

FM Environmental Ltd
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FM Environmental LTD is an equal opportunity Employer. All employment is decided on the basis of qualifications, merit and business need.

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