



## Position: Graduate to Export – Postgraduate Project

### Location:

- 6 months based at FM Environmental Ltd Headquarters (Newry, Northern Ireland)
- 12 months based in the target export market (Great Britain, England, Ideally Midlands)

**Duration:** 18 months

**Reports to:** Export Development Manager / Managing Director

**Start Date:** TBC

**Salary** £45,000 over 18 months

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### Company Overview:

FM Environmental Ltd is a leading provider of wastewater treatment solutions and industrial services. Based in Ireland, we specialize in the design, supply, installation, and maintenance of pump systems, pumping stations, grease removal systems (under the Grease Guardian brand), and turnkey wastewater projects. We pride ourselves on innovative environmental engineering and are now exploring new opportunities to expand our presence into the Great Britain (GB) market.

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### Project Overview:

The **Graduate to Export** project is a structured 18-month programme designed to assess the feasibility of FM Environmental Ltd establishing a permanent presence in Great Britain. This role offers a unique opportunity for a postgraduate candidate to lead a strategic market entry project, gaining significant international business development experience. The project is carried out in collaboration with **INVEST NI**. The project will include a fully funded **PG Diploma** through the **University of Ulster** who will also provide the candidate academic mentoring for the duration of the programme.

02830266616

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www.fmenvironmental.com

Newry, BT34 2QX





## Key Responsibilities:

- **Initial Research & Training (6 Months – Newry HQ):**
  - Develop in-depth knowledge of FM Environmental’s product and service offerings.
  - Conduct initial desk research into the GB market, including market trends, industry requirements, and regulatory environments.
  - Collaborate with internal departments to understand operational logistics, sales processes, and technical support needs.
- **Field Research & Market Feasibility (12 Months – England):**
  - Investigate the **feasibility of opening an FM Environmental office in England**, including:
  - Identify and evaluate **product-market fit** for FM Environmental’s offerings in GB,
  - Conduct **industry engagement &** gather **feedback** from the market:
  - Research and recommend **sales and distribution channels**,
- **Final Deliverables:**
  - A detailed **Feasibility Report** outlining:
    - Market potential.
    - Recommended office location(s).
    - Operational and logistical considerations.
    - Regulatory compliance and business setup steps.
    - Sales and marketing strategy.
  - **Presentation of findings and recommendations** to FM Environmental’s senior leadership team.

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### Essential Qualifications:

- Postgraduate qualification in Business, International Business, Marketing, Engineering, Environmental Science, or related field.
- Must have graduated within the last 5 years.
- Pre-existing legal status to live and work in Northern Ireland

### Skills & Attributes:

- Strong analytical and research skills.
- A willingness to spend considerable time outside Northern Ireland
- Interest in international business development and export strategy.
- Self-starter with the ability to work independently and remotely.
- Strong communication and presentation skills.
- Comfortable engaging with industry stakeholders and clients.
- A background or interest in environmental technologies or engineering is advantageous.

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### What We Offer:

- An 18-month fully supported international project placement.
- In-depth mentoring and support from FM Environmental's leadership team.
- Travel expenses and accommodation support where applicable.
- The potential for further employment or collaboration following successful project completion.

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Also Provided by INVEST NI through The University of Ulster

- Post Graduate Diploma (Business Related Modules)
- Continuous Mentoring

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#### **Application Process:**

To apply, please submit the following to [jobs@fmenvironmental.com](mailto:jobs@fmenvironmental.com):

- CV
- Cover Letter outlining your suitability and interest in the project
- Any relevant academic or work experience

**Deadline for Applications:** 27.06.2025

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**FM Environmental Ltd is an equal opportunity employer. We welcome applications from candidates of all backgrounds.**

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