



Sales Executive

Reporting to:

Sales Manager

Geographical area:

Dublin

Salary:

Depending on Experience

Job Description

Due to significant ongoing expansion SSE is recruiting a Sales Executive for the Dublin region. The Sales Executive will enjoy the opportunity to excel in a fast-paced, competitive atmosphere, with ample opportunity to progress professionally. With responsibility for expanding the company's client portfolio to pre agreed targets, you will be a highly motivated and energetic sales professional.

Role & Responsibilities

- Identify key decision makers and influencers in target companies through networking, attendance at trade shows, on-line resources, door to door and cold calling.
- Qualifying prospects to those that have "real" motivation to buy SSE's service.
- Arrange face to face meeting with leads to progress the sales pipeline.
- Tightly manage the sales pipeline in the region, providing regular and transparent sales meeting reports, detailing lead statuses.
- Negotiating the terms of agreement with a view to closing sales.
- Prepare presentations, proposals and sales contracts.
- Provide input to strategic sales planning.
- Manage and maintain current clients through weekly, bi weekly and monthly calls
- Make accurate cost calculations to provide customers with quotations in a timely fashion.
- Review and respond to E-Tenders as appropriate.



- Prepare tenders and quotations for all requests in conjunction with defined guidelines.
- Working closely with accounts team to ensure accurate credit control.
- Provide sales activity reports on a regular basis to include and track sales and competitor activity.
- Represent the company at trade exhibitions, events and demonstrations.
- Identify new markets and business opportunities.
- Working with the marketing team to develop online and printed collateral and support materials.

Skills Required

- Excellent communication and people skills
- Customer Service
- Highly motivated self-starter
- Closing skills
- Prospecting skills
- Negotiation
- Self-confidence
- Building client relationships
- Team player.

Experience

- 3 years previous sales or business development experience in a similar environment
- Proven track record of achieving and exceeding set KPI's and targets
- Ability to influence prospective clients
- Highly organised and self-motivated
- Ability to work on own initiative
- Proficient in Microsoft Outlook, Powerpoint, Word and Excel

Please send your CV with cover letter to sean@cleanrooms.ie. **Closing date for applications is Friday 31st July 2015.**