



Sales Executive Job Description

Role Overview

The Sales Executive will be responsible for developing new business opportunities while managing and growing an existing portfolio of customers.

This role requires a results-driven, commercially focused individual with the ability to build strong relationships and consistently achieve sales targets.

Key Responsibilities

- Identify, target, and secure new business opportunities
 - Manage and develop relationships with existing customer accounts
 - Generate and follow up on sales leads
 - Understand customer requirements and provide appropriate product solutions
 - Deliver a high standard of customer service and account management
 - Maintain an active sales pipeline and achieve agreed targets
 - Keep accurate and up-to-date records of customer interactions and sales activity
 - Monitor market trends and identify opportunities for growth
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Candidate Profile

Essential:

- Minimum 2 years' experience in B2B sales
- Proven ability to meet or exceed sales targets
- Strong communication, negotiation, and interpersonal skills
- Ability to build and maintain long-term customer relationships
- Self-motivated, organised, and results-oriented
- Full, clean driver's licence
- Good IT skills (MS Office, CRM systems, general computer literacy)

Desirable:

- Experience in cleaning, facilities management, or industrial products
- Experience selling technical or product-based solutions

Key Competencies

- Commercial awareness
- Relationship building
- Negotiation & closing skills
- Time and territory management
- Problem-solving
- Initiative and drive

Remuneration & Benefits

- Competitive salary (dependent on experience)
- Potential Performance-related incentives
- Opportunity to grow within an established business
- Supportive and collaborative working environment

Application Process

Interested candidates should submit a CV with cover note to:
catrina@odcsl.ie

Other Information

- This is a full-time role. Based out of our office in Ennis, with potential customer interaction/travel as required.
 - Candidates must have the legal right to work in Ireland.
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