



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 and reporting activities
- Understand customer requirements and provide appropriate solutions
- Deliver a high standard of customer service and account management
- Management of products in the warehouse

Candidate Profile

Essential:

- Experience in B2B sales environment
- 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 – 'can do attitude'
- Full, clean driver's licence
- Good IT skills (MS Office, CRM systems, general computer literacy) - Keep accurate and up-to-date records of customer interactions and sales activity
- Ability to work alone and as part of an overall sales team

Desirable:

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

Remuneration & Benefits

- Competitive salary (dependent on experience)
- Performance-related bonus
- Opportunity to grow within an established business
- A company van will be provided for work hours
- Work Phone
- 20 days annual leave plus Bank Holidays

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.