

Sales & Marketing Executive - Ireland

Viltra is a leading Wastewater Treatment company that specializes in bespoke treatment plant solutions for commercial and domestic clients. Due to continued growth Viltra is recruiting a Sales and Marketing Executive to service the Irish market. This person can be based anywhere in ROI but will be expected to report to Head Office in Newry, Co. Down regularly.

GENERAL RESPONSIBILITIES

- Sell Viltra products and services to new and existing customers and work with them to find out what they want/need.
- Create solutions and ensure a smooth sales process, delivering a quality product/service which is in line with the Viltra philosophy.
- Report back on general trends within the marketplace and support the marketing function with delivery of CPD presentations, support with Tender/BID submissions and representing the business at events/ functions in Ireland.
- Adhere to the company's policies on vehicles & mobile phones, and Health and safety at work as laid out in company handbook.

KEY RESPONSIBILITIES INCLUDE:

- Generate new leads for business growth through cold calling & appointments within the target areas.
- Follow up on incoming enquires, preparing Tenders and organize appointments accordingly.
- Negotiate and close sales by agreeing terms and conditions.
- Achieve sales targets and attend sales meetings and training as agreed.
- Ensure effective customer relations with existing & new clients (in particular with Architects, Engineers, Merchants, Builders, Site Assessors, Industrial clients).
- Offer after-sales support services when requested from customers.
- Be knowledgeable & understand all aspects of the company & its products.
- Monitor competition by continually gathering and sharing current marketplace information.
- Keep up to date with market trends and inform management.
- Deliver presentations promoting the products and services of the business in both one to one and one to many situations as required.
- Attend trade exhibitions, conferences, and other marketing events.

- Provide weekly call plans, and update call reports on CRM on a weekly basis.
- Maintain a high level of administration compliance, adhering to reporting and administration procedures in a timely and efficient manner.
- Maintain a high level of knowledge through continual training and development.
- Prepare and submit sales reports in accordance with agreed frequency, format & scope.

To apply, please send your CV and a cover letter stating the job role you are applying for, to jobs@viltra.co.uk by close of business on **Monday 15th January 2024**.