

Sales Executive - NI

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 Executive to service the market in Northern Ireland, based at the company headquarters in Newry.

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.
- 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 enquiries, prepare 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.
- Attending 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**.