

Job Title: Sales Representative (Field & Office Based)

Company: IPS Ireland (Independent Parts and Service)

Location: Dundalk, Co Louth

Position Type: Full-time

Reports To: General Manager

Salary: Commensurate with Experience

Job Summary:

We are seeking a highly motivated and results-driven Sales Representative to join our team.

This role offers a unique opportunity to engage in field sales while having the structure and support of an office-based environment. The ideal candidate will possess exceptional communication skills and a strong ability to build and maintain customer relationships, ensuring a high level of client satisfaction and long-term business growth.

Responsibilities will include:

- Develop and maintain strong relationships with both new and existing customers.
- Proactively identify and pursue new business opportunities.
- Present and demonstrate products/services to prospective customers.
- Consistently meet or exceed sales targets.
- Follow up with leads to qualify potential customers.
- Keep sales activities and customer records accurate and up to date in the CRM system.
- Work closely with the marketing team to plan and on sales strategies that drive growth.

Key Skills

- Strong skills in negotiation and closing deals.
- Self-motivated with the ability to work independently and as part of a team.
- Knowledge of Microsoft Office Suite eg. Outlook .
- Full, clean driving license with a willingness to travel.
- Knowledge of the powered access and construction parts industry (Not essential as full training will be provided)

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Benefits:

- Competitive salary and commission structure.
- Company uniform, mobile phone, car/allowance.
- Opportunity for career growth and development.
- Opportunity to progress in a dynamic and collaborative environment, contributing to the growth and success of a progressing company.

Application Process:

Interested candidates should submit their curriculum vitae, cover letter to accounts@ipsireland.ie
Please include "IPS Sales Representative - [Your Name]" in the subject line. We thank all applicants for their interest; however, only those selected for an interview will be contacted.

About IPS Ireland:

IPS Ireland Ltd (independent parts & service) is a fully independent award winning, Irish owned company based on the east coast of Ireland. The company is Irelands leading supplier of access platform parts, construction parts, service, crane pads, workshop consumables & supplies throughout the UK & Ireland. The company was founded in 2013 and has quickly become the largest access parts and service provider in Ireland. *"Top Team of the Year 2024"* – Plant & Civil Engineer Awards 2024.

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