

SENATOR WINDOWS are expanding their branch network and are seeking to recruit proven performers for the position of Sales Representative in the following regions:

- Sligo/ South Donegal
- Midlands Region
- North Kildare Area

Reporting to the relevant Area Branch manager, the position offers an attractive package for the successful Candidate, which will greatly reward performance. The successful candidates will be expected to deliver the following abilities.

- To be able to demonstrate technical selling skills and product knowledge to give an effective sales pitch.
- To deliver agreed targets/ margins in line with the company plan.
- Ensure that the company's samples & show displays are kept up to date & in pristine condition.
- To ensure contracts are fulfilled on time & in full & debtors are kept in line with company targets.
- Liaise with the relevant branch manager to ensure price levels & required margins are achieved
- To be a self motivated individual, with the ability to generate his/her own inquiries.
- Provide regular & appropriate reports on local market conditions and opportunities.

Service Excellence Promise:

Our Aim is to provide a high quality product and service to all of our customers, to achieve and surpass all of our customer's needs and expectations

Main Purpose of the job:

To drive Sales in your appointed area.

Other general duties are as follows:

- To serve all customers in a professional manner
- To promote a positive customer service image to both customer and colleagues alike.
- To meet the department goals and objectives in particular with regards to improving customer service.
- To attend any meetings and training sessions when required to by Management.

- To encourage an environment which promotes employee morale and encourages the Team to have pride and commitment in their area of work.

Key Attributes:

- ❖ Proven background in sales achievements, with the ability to negotiate, influence and achieve the required results.
- ❖ Industry experience would be a strong advantage
- ❖ Strong inter-personal skills within a customer focussed environment
- ❖ Effective interpersonal skills with both colleagues & customers
- ❖ Have a proven track record for achieving targets
- ❖ Be proficient with IT systems including Microsoft Word, Excel & PowerPoint

Package:

Basic salary with attractive commission structure