

Sales Executive – Testing



The Role:

Reporting to the Sales Director, the successful candidate will be responsible for growing the Testing business. They will actively launch, market and develop the Testing business and implement sales strategies which will achieve targeted goals.

The Person:

You are ambitious and driven with a passion for success and a consistent record of achievement. You are skilled at forging customer relationships and can learn and adapt quickly to new products and markets. Flexible and willing to go the extra mile, your motivation and excellent communication skills allow you to excel in both a team and individual environment.

The Company:

Named a “Great Place to Work” for 2020, PEI is a leading medical and surgical sales, marketing and distribution company. PEI’s product portfolio includes major brands from world class manufacturers such as DePuy Synthes, Boston Scientific, Medtronic, Ansell and ResMed. This is an exciting opportunity to work for a company whose focus is in developing its people and ensuring they are equipped to provide service solutions to its customers.

Competencies:

- Entrepreneurial and energized by possibilities
- Self-motivated
- Experience of introducing new products to the market
- Excellent interpersonal skills
- Time management skills with a focus on working to deadlines
- Ability to influence, negotiate and handle objections
- Computer literate in Microsoft Office
- Full Driving licence

Responsibilities:

- Drive the sales revenue performance
- Build customer relationships and provide technical advice
- Develop product knowledge and expertise
- Develop a comprehensive understanding of the market
- Identify and engage in local and national marketing activities to drive and support the business
- Operate at all times in a way that maintains a positive customer perception of the PEI brand

PEI Compensation Package:

An attractive package is available to the right candidate.

How to Apply

To apply for this position, please send your C.V. and cover letter to hr@pei.ie, and include the job title in the subject line of your email. Thank you!