JOB DESCRIPTION

Job Title: Sales Representative

Responsible to: *National Sales Manager*

Main purpose: To support the promotion and sale of the Company's products within the designated Connacht territory through the development of relationships with builders' merchants, plumbing merchants, contractors, specifiers and house builders. The role is designed to provide practical commercial experience and development opportunities, enabling the successful candidate to build a strong understanding of business development, specification selling and customer relationship management whilst contributing to the achievement of area sales targets.

Territory: Connacht Region excluding Sligo and Athlone, Roscommon and Leitrim but including Clare to North of Limerick city excluding Kilrush in Clare

Main tasks and Duties

- Assist in implementing the Area Business Development Plan to achieve monthly, quarterly and annual sales objectives;
- Develop and maintain positive working relationships with Builders' Merchants, Plumbers' Merchants, Contractors, House Builders and Specifiers throughout the territory;
- Support the identification and development of new business opportunities within the assigned region;
- Support the delivery of Company-prepared CPD presentations and product presentations to Specifiers, Contractors and House Builders;
- Update and maintain customer records, project information and sales activity through the Company CRM system;

- Gather and communicate competitor activity, market developments and industry trends to management;

- Develop an understanding of construction drawings, specifications and relevant regulations to recommend suitable Brett Martin products;

- Support merchant customers through regular visits, product promotion and customer engagement activities;

- Maintain accurate records of customer visits, project opportunities and business development activity daily;

- Actively participate in training and development opportunities aimed at building commercial, technical and industry knowledge.

Communications

- Ensure communications are maintained at the highest possible level between yourself, management and customers, keeping the National Sales Manager informed of significant developments and opportunities;

- Develop positive working relationships with colleagues across all departments;

- Demonstrate professionalism, integrity and a willingness to learn in all customer and internal interactions;

- Represent Brett Martin positively at customer meetings, exhibitions, trade events and industry functions.

Health & Safety

- Through good housekeeping procedures ensure that a safe and clean working environment is maintained at all times, particularly with regard to the company vehicle;

- Ensure compliance with Company policies and procedures relating to Health & Safety;

- Attend and participate in all mandatory Health & Safety training.

Person Specification

Essential

- Degree qualification (or final year student) in Business, Marketing, Construction, Engineering or a related discipline;

- Excellent communication and interpersonal skills;
- Strong organisational and planning abilities;
- Self-motivated with a willingness to learn and develop;
- Good IT skills including Microsoft Office packages;
- Full driving licence;
- Ability to travel extensively throughout the assigned territory.

Desirable

- Previous placement, internship or work experience in sales, customer service, construction or manufacturing;
- Understanding of the construction industry or building products sector;
- Experience using CRM systems;
- Commercial awareness and interest in developing a career in sales and business development.