

**Job Title: Industrial & Protective Coatings Sales representative**

**Relationships:**

Your immediate line manager is: Paint & Equipment Division Manager

You are responsible for: Paint & Equipment Sales - Munster

You may seek assistance to carry out your function from:

- The Carbon Group Support Divisions Staff.

**The successful candidate will;**

- Manage a portfolio of existing clients in the Munster region, while seeking out and developing new business opportunities.
- Develop strong client relationships by offering technological & intelligent solutions to the client base.
- Have an entrepreneurial spirit, motivated and capable of driving sales and achieving and exceeding sales & margin targets.
- Work as part of a sales team to enable the Division to meet the business objectives.
- Have previous experience in Industrial Coatings Technologies (Wet industrial, Protective and Powder coatings).
- Have knowledge of the Coatings Industry Plant & Equipment.
- Have a proven ability to develop their own sales pipeline & win new business.
- Be passionate about solution selling
- Have excellent communication both written and verbal, organisational & numerical skills
- Have a full drivers licence
- Be computer literate
- Be able to travel on an ad hoc basis throughout Europe.

**Principle Tasks**

**1. Existing Customers**

- Actively manage the customers to ensure sales volumes & Gross margins of products supplied are achieving the budget values
- Introduce customers to products developed by the company or suppliers, achieving customer conversion to these products
- Beware of other products and services used by existing customers, that fit within the core range and to work with support divisions to identify competitive alternatives, and introduce those to the customer
- Actively look for Added Value services that the Division can add to the customer.

## **2. New Business Development**

- To actively plan and develop new customers in the strategic markets highlighted in the Business Plans
- To actively manage all new enquiries in a professional and timely manner ensuring the prospect receives an excellent service.
- To advise the Division Manager of new technologies in the Markets managed that the company may be able to develop through innovation.

## **3. Business Administration**

- Timely and accurate reporting to the Division Manager
- Effective communication with all staff
- Assist in the development, implementation and management of the Market and Division strategy
- Prepare annual Sales Budgets and regular forward forecasting.
- Participate in Quarterly and Technology Sales Meetings with the Division Manager
- Any other reasonable task asked for by the Division Manager
- Actively participate in Group Initiatives when requested.

The above is not an exhaustive list of duties & you will be expected to perform different tasks as necessitated by the overall business objectives of the organisation