

# United Kingdom Jobs Expertini®

## Sales Account Executive - MOS40865

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Company: Osborne - Recruitment Consultancy

Location: Northern Ireland

Category: other-general

Sales Account Executive – Northern Ireland We are working with a sustainable energy business in Ireland and are looking to hire a Sales Account Executive to join their growing team. Your role will be an integral part of their journey to scale the business to the level they want to get to. You will be responsible for specific territories this role will be Northern Ireland engaging with a diverse customer base comprising mid-market commercial organisation across the industrial, logistics and manufacturing sectors. You will be involved with new business development marking your ability to prospect build relationship and drive business growth. You will be self-managed and work remotely. You will be working with a team within the head office as well as other account executives. Benefits €50,000-€60,000 DOE Excellent OTE Monday to Friday 9-5 Pension & Healthcare Duties of the role include: Take ownership of Northern Ireland, managing customer relationships and sales opportunities. Conduct in-depth research and assess sales potential specific to your territory. Develop and execute an annual sales plan tailored to your territory, continuously enhancing your knowledge of industry trends, sectors, and our product offerings. Collaborate closely with our marketing team to develop targeted prospecting strategies. Transform leads into deals and deals into sales, adeptly moving opportunities through the sales pipeline. Consistently meet and exceed monthly sales goals, maintaining a strong focus on key performance metrics. Skilfully manage and maintain customer relationships, promptly addressing inquiries and concerns Provide accurate pipeline reporting and contribute to sales forecasting. Requirements: 5 years relevant sales experience within Manufacturing, Logistics or industrial sectors Highly motivated with drive to exceed targets Resilient, determined and processes a strong work

ethic Proficiency in pipeline generation and business prospecting Excellent written and verbal communication skills Experience using CRM Systems Need to be highly organised and thrives in a busy hybrid working environment Accurate forecasting and pipeline management skills.

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