



ESI Technologies Group, part of the Indutrade Group, is the leading supplier of Process Equipment & Engineering Solutions into the Pharmaceutical, Chemical and Biotechnology Industries in Ireland & UK.

Our wide range of products include valve & actuation, bursting discs, pumps, heat exchangers, skids, vacuum, instrumentation, tank & process equipment, insulation, tubing & fittings and filtration, and life science (non-metallic) devices.

The continued expansion of our Irish and UK Sales Operations has resulted in the requirement for the following position:

Valve Divisional Manager – ESI Technologies Group UK & Ireland

Reporting to company directors, and supporting our extensive valve product portfolio, this position will require extensive international travel incorporating customers, supply chain & our company facilities. Candidates based in either Ireland or the UK will be considered.

Responsibilities will include:

Duties of the Role include:

- Project design and specification work with engineering houses.
- Managing projects from concept to final delivery, with customers, suppliers and internal sales team.
- Assisting and advising customers to resolve any technical issues or queries relating to the prevailing product range and their applications. Ensuring that the advice provided is accurate, current and secures a successful resolution to the enquiries.
- Driver in identifying opportunities for new markets, new supply chains & for product development.
- Travel to key account, end user, supply chain facilities, and to trade exhibitions.
- Interpretation of customer inquiries and directing ESI sales team on subsequent quotations.
- To provide accurate and timely commercial support and advice to existing and prospective customers in the Irish & UK market as required.
- Need to meet project deadlines and work towards set team KPI targets.

Ideally the candidate would possess the following skills/experience:

- Experience in a Technical sales role, particularly Valves, Process, Mechanical or Instrumentation related.
- Commercial awareness when liaising with both our customers & our supply chain.
- Must be able to identify Customer needs and recommend appropriate solutions whilst achieving the highest level of customer satisfaction.
- Ability to work with Engineering houses to identify valve design requirements, and an understanding of Design, Technology and interpretation of CAD drawings.
- Excellent administration & IT skills, including experience with MS 365 & ERP systems.
- Strong interpersonal, good presentation, reporting skills and verbal communication skills.
- Committed to Customer Satisfaction and continuous improvement.
- Self-driven and capable of working consistently both as part of a team and on own initiative.
- Reliable and committed with ability to work in dynamic customer focused environment.
- Organisational and problem-solving skills.

This is a great opportunity for a highly motivated technical sales & customer orientated person to join our company & be part of a growing team.

Remuneration package is commensurate with experience.

Applications in writing to:

The HR/Training & Development Manager, hr@esitechgroup.com. Replies only provided to those who are shortlisted.