



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 Sales Operations has resulted in the requirement for the following position:

Product Specialist Ireland - Valve & Actuation

The role will maintain responsibility for both managing existing relationships and developing new business, with focus on the Valve & Actuation range of products from our ESI Technologies Group portfolio, to deliver customer requirements around supply, quality and new product introductions. This role will report to the Sales Manager Ire and will collaborate with colleagues across the ESI team.

Duties of the role include:

- Grow Sales across in the Irish market based on products assigned.
- Develop and maintain relationships with customers at all levels to ensure optimum customer satisfaction & problem solving.
- Calls based on Quote Follow up, Key Accounts list & Strategic planning tools
- Hit Product Sales Targets.
- Work as a team – with both other product specialists in the field & with supporting internal team.
- Manage Supplier Relationships.
- Become Technically Proficient on ESI Products through Internal training programs & Factory visits as necessary.
- Contribute toward development of the company's product range based on analysis of the market, the environment and consumer / competitor trends.
- Identify emerging trends and develop new product opportunities to increase company market share.
- Work on the buying and marketing strategy development with the 'Digitalisation' team with customer satisfaction and ecommerce as its focus.
- Deliver customer trade shows and product events.
- Work to identify projects and build information to track and share as a team.
- Ability to provide technical support to customers and present potential applications of our range of product.

Ideally the candidate would possess the following Qualifications/Education/Experience:

- Proven track record in Business Development / Sales role selling to related industries.
- Qualification in Technical discipline – Mechanical, Process, Instrumentation would be an advantage.
- Experience in a Technical sales role, particularly Process, Mechanical or Instrumentation related.
- Relevant Industry experience with process equipment, i.e. Valve & Actuation (Ball, Butterfly, Diaphragm type, etc.).
- The successful candidate needs to have focus on the commercials, i.e. revenue and profits levels.
- Full clean driving license.

Knowledge & Skills:

- Ability to close the full sales cycle from lead identification / generation to winning the business.
- Sell Value over Cost (All our Equipment is best in Category so will typically cost more).
- Ability to develop customer relationships with key influencers and decision makers at all levels.
- Excellent time management skills and ability to manage your diary effectively and work autonomously
- Excellent sales, negotiation and presentation skills.
- Resilient, resourceful with a solutions mind-set.
- Proactive, flexible and results focused.
- Excellent problem solving/analytical skills.
- Ability to relate to the people at all levels throughout the company.
- Honest, ethical with high performance standards.
- Excellent verbal and written communication skills with a positive and confident attitude.
- A "self-starter".
- Generate Business from Prospects – Creating value.
- Strategic planning to penetrate accounts.
- A strong team player with a flexible approach.

This is a great opportunity for a highly motivated sales orientated person to join our company with a focus on supporting our Irish business & being 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.