

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 pump technologies include Centrifugal, Magdrive, Discflo, Positive Displacement, Multistage and Peristaltic and other related products.

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

Technical Sales -Pumps & Vacuum Division- ESI Technologies Ltd

Reporting to the Operations Manager, this position will be based in our Cork office headquarters. Responsibilities will include:

Duties of the role include:

- Deliver accurate, timely, and professional technical and commercial support to both existing and prospective customers across the Irish and UK markets, with a focus on the Pump and Vacuum segment of our product portfolio. This includes Centrifugal, Positive Displacement, Magdrive, and Vacuum Pump types, and Heat Exchangers.
- Evaluate and interpret customer inquiries to develop and issue detailed, tailored quotations that meet both technical requirements and commercial expectations.
- Provide expert guidance and technical advice to customers, addressing product-related queries and resolving application-specific challenges. Ensure all support is aligned with the latest product knowledge and industry standards to facilitate effective, solution-driven outcomes.
- Actively monitor and contribute to the achievement of personal, departmental, and company-wide Key Performance Indicators (KPIs), supporting continuous improvement and operational excellence.
- Manage workload to meet strict deadlines and contribute effectively toward team and departmental goals.
- Ensure full compliance with company policies, particularly ISO 9000 Quality Management Systems and Health & Safety procedures, maintaining high standards of operational integrity and workplace safety.
- Perform additional tasks and responsibilities as required by company management, demonstrating flexibility and a proactive approach to business needs.



North Esk Business Park,
Dunkettle, Co Cork, Ireland T45 NW94



www.esitechgroup.com



Registered in Ireland - No. 261526



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Ideally the candidate would possess the following skills/experience:

- Proven experience in a technical sales role, ideally within Process, Mechanical, or Instrumentation sectors, with a solid understanding of engineering principles and applications.
- Familiarity with technologies such as Centrifugal, Positive Displacement, Magdrive, and Vacuum Pumps, as well as Heat Exchangers, is highly desirable.
- Strong commercial acumen with the ability to engage effectively with both customers and supply chain partners, ensuring mutually beneficial outcomes.
- A balanced blend of technical and commercial aptitude, with a proactive and adaptable mindset and a willingness to continuously learn and develop within the role.
- Excellent interpersonal and communication skills, with the ability to present and report clearly to both technical and non-technical audiences.
- Proficient administrative and IT capabilities, including strong working knowledge of Microsoft Excel, Word, and ERP systems.
- Ability to identify customer needs accurately and propose tailored technical solutions, ensuring a high level of customer satisfaction and long-term relationship building.
- Strong commitment to customer satisfaction and a continuous improvement mindset, contributing to both individual and team success.
- Able to work effectively both independently and collaboratively within a team environment, demonstrating initiative and accountability.
- Exceptional attention to detail, with the ability to work efficiently, quickly, and accurately under pressure.

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



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