

Job Description

Sales Manager (Ireland)

ESI Technologies Ltd

About the Company

ESI Technologies Ltd has been serving customers for over 100 years and is recognized as a leading supplier of process equipment and engineering solutions to the Biotech, Pharmaceutical, Chemical, Semiconductor, Energy, Hydrogen, and Food & Beverage industries across Ireland and the UK.

We provide a comprehensive portfolio of process control equipment, tailored solutions, and dedicated services to support safe, compliant, and efficient operations.

Our offering includes valves, pumps, actuators, filtration, skid systems, control and instrumentation technologies, pressure safety devices, single-use disposables, and a full range of piping components, ensuring long-term reliability and performance for our customers.

Role Purpose

Reporting to the Sales Director, the Sales Manager is responsible for driving business growth across the process control industries by leading sales initiatives, managing key accounts, and developing new business opportunities.

The role contributes to strategic objectives through cross-functional collaboration and the delivery of tailored, high-value technical solutions that meet customer needs and enhance long-term relationships.

Key Responsibilities

Sales Leadership & Business Development

- Lead and manage internal and external sales teams to achieve commercial targets while driving sustainable growth through new and existing customer engagement.
- Develop and execute strategic business plans in collaboration with the Sales Director and management team, identifying new opportunities through events, partnerships, and targeted outreach.
- Oversee customer engagement initiatives, including strategic account planning, quotation follow ups, and project pipeline management using CRM tools.

Supplier & Supply Chain Management

- Manage supplier relationships, including contract negotiation, factory visits, and supply chain development, to secure long-term partnerships and optimal commercial outcomes.
- Identify and onboard new supply sources, products, and technologies to enhance the company's portfolio and competitiveness.
- Collaborate with the Operations Manager to monitor and improve supply chain efficiency, flexibility, and alignment with budgetary objectives.

Market & Product Strategy

- Contribute to the evolution of the product range based on market demands and customer feedback. Conduct market research, trend analysis, competitor benchmarking, and pricing studies to guide sales strategies and product development.
- Collaborate with the Marketing Team to position the company through campaigns, digital platforms, and strategic communications.

- Support product launches and evolution by analysing opportunities, coordinating with internal teams, and incorporating customer feedback.

Technical Proficiency & Customer Solutions

- Develop a strong technical understanding of the company's process equipment offerings through training and supplier engagement.
- Understand end-user needs for product selection and offer innovative solutions, including non-standard components when required.
- Apply appropriate pricing strategies in collaboration with suppliers to maintain competitive advantage.

Performance Management & CRM

- Support team success by overseeing KPI's, providing coaching, and implementing strategic planning approaches to improve sales effectiveness and customer outcomes.
- Promote and maintain active use of the company's CRM system to track customer interactions, projects, and lead management.
- Ensure follow-ups with top customers and support resolution of customer issues promptly and professionally.

Preferred Experience, Skills, and Abilities

- Minimum 5 years' proven experience in a business development or sales role, ideally within the process equipment or technical solutions sector.
- Strong technical acumen with the ability to provide product support and present tailored application solutions to customers.
- An academic background in Engineering, Business or a related field would be advantageous, though candidates with strong, relevant sales management experience will be equally considered.
- Proven track record managing the full sales cycle, including lead generation, closing deals, contract management, and key account development with senior stakeholders.
- Strong commercial skills, including negotiation, communication, presentation, and the ability to build trusted customer relationships in dynamic environments.
- Proficient with CRM systems, data-driven sales management, and adaptable, results-oriented approaches; full clean driving licence required.

Contract type: Permanent: Full time role.

Remuneration: Is commensurate with experience.

Applications in writing to:

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

ESI is an equal opportunity employer.

We celebrate diversity and foster an inclusive environment for all employees.