

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. The continued expansion of our Life Science (Single use) business has resulted in the requirement for the following position:

Technical Sales - ESI Ultrapure Division

Reporting to the Business Unit Leader, ESI Ultrapure, this position will be based in our Cork headquarter – supporting both our Irish & Global markets.

Our Ultrapure division offers solutions for the bio-pharmaceutical industries in Ireland, UK and Benelux with our comprehensive Life Science product range. We have built up a strong portfolio of official distribution agreements.

ESI Ultrapure supplies the following Life Science products: Single Use Assemblies, Tubing & Hoses, Gaskets, Fittings & Connectors, Single Use Bags, Filters, Single Use Instrumentation, Pumps, Bottles & Carboys, Custom-Built Plastic Equipment (Totes, Carts, Dip Tubes, etc).

Duties of the Role include:

- Responsible for pre and post-sales customer assistance with product choice and usage.
- Evaluation & compilation of Technical and Commercial quotations to customers mainly from the Biopharmaceutical and Pharmaceutical industries.
- Working closely with external based product specialist for the life science portfolio, quoting, order processing & expediting of orders by liaising with customers & suppliers.
- Build, maintain and strengthen relationships with key supply chain stakeholders, particularly customers, to enhance customer satisfaction and loyalty, while working closely with suppliers and internal teams to drive operational excellence and achieve outstanding results.
- Work effectively both independently and as part of a team, demonstrating flexibility, initiative and collaboration to achieve shared objectives.
- Deliver work within agreed timelines and contribute actively to the achievement of team and departmental goals, targets and key performance indicators.
- Adherence to companies ISO 9000 Quality, and Health & Safety procedures.
- Other duties as deemed necessary by company management to support this role.

Ideally the candidate would possess the following skills/experience:

- Previous experience in related role would be an advantage but not a prerequisite to applying for role.
- A third level qualification in a Scientific or Engineering Field such as Process engineering, Chemical Engineering, Biotechnology/Biomechanical Engineering, Mechanical Engineering, Chemical Engineering would be an advantage, but not essential.
- Possess excellent communication and presentation skills with the ability to effectively work with a wide range of businesses, and people from engineering or maintenance technician to executive level staff.
- Goal oriented, highly motivated and excellent communication skills are essential.
- Technical & commercial aptitude with a flexibility & willingness to learn in the role.
- Previous experience or familiarisation with above technologies would be an advantage.
- Strong interpersonal, good presentation and reporting skills and verbal communication skills.
- Excellent administration & IT skills, including experience with MS Excel, MS Word, PowerPoint & ERP systems.
- High attention to detail and presentation, with technical speed and accuracy
- English language proficiency is essential.



This is a great opportunity to join a division with a developing portfolio, within an already well-established company, as part of the Indutrade group.

ESI is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Remuneration package is commensurate with experience.

Applications in writing to: hr@esitechgroup.com.

Replies only provided to those who are shortlisted.