

WE'RE HIRING!



Senior Sales Executive

About the Job

Greyhound Recycling, a leader in the Irish waste management sector, seeks a dynamic Senior Sales Executive to spearhead our sales and account management efforts. With a focus on the construction sector, the ideal candidate will possess the drive and expertise to grow our presence in Ireland.

Duties:

- Proactively engage with businesses through phone and in-person visits to promote waste collection and recycling solutions.
- Collaborate with existing clients in the construction sector to develop and grow existing business.
- Build and maintain relationships with existing clients to uncover additional revenue opportunities.
- Keep an up-to-date sales pipeline and manage client interactions using our CRM system, Pipedrive.
- Work closely with the Commercial Manager to meet or exceed sales targets and contribute to the company's profitability.
- Liaise with customer service teams to guarantee client satisfaction throughout the service delivery process.

Job Requirements:

- Demonstrated leadership capabilities and a proactive, solution-focused approach.
- Willingness to travel for client meetings (50% travel). Mainly greater Dublin region.
- Valid driver's license with a clean record.
- At least 3 years of experience in B2B sales, preferably in sales or account management roles. Construction Industry experience is a plus.

To apply or for queries please send an email to
hroffice@greyhoundrecycling.com

For the full job description visit www.greyhound.ie/careers

Benefits:

- Competitive salary
- Uncapped commission
- Holiday entitlement 20 days plus 10 bank holidays
- Free parking on site
- Training and Development - Support with continuous development
- Progression Opportunities
- Employee Assistance Programme.
- Mileage paid monthly
- An attractive employee referral program.

This role offers a unique opportunity to make a significant impact in the area of environmental sustainability while advancing your career in sales and account management.

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