

## Field Sales Manager

Are you ready to join a company that's revolutionising sustainability and leading the way in greener, cleaner solutions? At Greyhound Recycling, we are shaping the future with cutting-edge innovations, and we want you to be part of this journey.

We're looking for a dynamic **Field Sales Manager** to join our Sales team in Dublin on a full-time, permanent basis. We are looking for someone who has door-to-door sales experience including supervising a Field Sales team, and experience setting and monitoring KPIs. This is your chance to play a key role in a company that's not just keeping up with change — we're driving it.

Ready to make an impact? Your future starts here.

### PRINCIPAL ACCOUNTABILITIES:

- Lead, mentor, and motivate the field sales team to maintain high-performance standards through ongoing training, communication, and feedback.
- Conduct group training sessions to address identified needs and enhance skillsets.
- Ensure overall and team targets are reached.
- Review the previous day's performance with the team in the head office.
- Assist team members in achieving personal and team sales targets through supportive mentorship and in-field guidance.
- Collaborate closely with the Team leads and Head of Sales to implement and optimize scheduled sales campaigns and promotional strategies.
- Identify and pursue new business opportunities to build a consistent pipeline of qualified leads.
- Represent Greyhound's services in compelling sales presentations, effectively highlighting unique selling points and addressing potential customer questions or concerns.
- Maintain a high level of product knowledge to upsell and cross-sell the latest range of Greyhound services and promotions.
- Engage directly with potential customers, embodying a confident, charismatic, and customer-focused approach.
- Accurately document and organize records of customer interactions, leads, and sales to ensure a smooth sales process and customer follow-up.

### REQUIREMENTS:

- Strong drive to achieve and exceed targets in a fast-paced environment.
- Excellent communication, negotiation, and interpersonal skills.
- Fluency in spoken English is required.
- Growth-oriented mindset, with a willingness to learn and adapt.
- Previous customer facing experience.
- Charismatic, confident, and customer-focused with a professional attitude.
- Results driven with exceptional organisational skills.
- Full clean driving license and own vehicle.

### WHAT WE OFFER:

- **Full-time position** with long-term career growth opportunities.
- **Comprehensive initial and ongoing training.**
- **Competitive salary** with the opportunity to earn uncapped commission.
- **Progression opportunities.**

If you are interested in joining our Greyhound team or would like further information on the position, please don't hesitate to contact us on [hroffice@greyhoundrecycling.com](mailto:hroffice@greyhoundrecycling.com) or visit <https://greyhound.ie/>

