



Sales Executive Trainee Programme

CavanBox in conjunction with Mayo, Sligo and Leitrim Educational Training Board (MSLETB) is delighted to announce this new unique career development opportunity combining a Sales Executive position and formal professional sales training programme. The successful candidates will achieve a QQI Level 6 Advanced Certificate in Sales while at the same time “earn and learn” with Ireland’s market leading and only Irish owned corrugated packaging company – CavanBox.

We are seeking four ambitious, driven, aspiring sales professionals to join us. You will develop your career as a sales professional, receive formal, accredited training in addition to earning money in the process!

Programme Overview

The apprenticeship programme is designed to offer outstanding training, development, and progression opportunities in CavanBox. The programme is an “earn and learn” opportunity designed to empower the apprentice while simultaneously working towards a QQI (Quality & Qualifications Ireland) Major Level 6 Certification in Sales. Commencing in September 2020, the course runs over a 2-year period including off-the-job release commitments for formal sales education and training. The programme is designed and orientated to school leavers/finishers or existing professionals seeking to progress their skill set and career changers. Further academic information about this course and the accreditation can be found on here:

<https://msletbtrainingcentres.ie/sales-apprenticeships/>

CavanBox Overview

CavanBox was founded in 1984. Rooted in the centre of Ireland, we are very proud to be the only remaining Irish-owned box producer. The company has secured and retains all major certifications for production of corrugated boxes. Our facility is a market leader in our industry for low cost manufacturing, a world-leading state of the art production facility, employing close to 100 dedicated experts. Further information can be found here: www.cavanbox.ie.

By working with CavanBox through this programme, you will learn from our thirty six years of sustained growth and experience in this sector. You will also be part of key team with a mission to expand our customer base to the 32 counties, fulfilling our ambitions to double our business over the next five years. In return you will share in our success along the way.

Position Overview

While this is a sales apprenticeship, a proportion of the training will be field based under the instruction of the company while the certification element will be administered by MSLETB. The new Sales Executives will be part of our existing sales team and the strategy will be to develop new clients in both existing and new territories on the island of Ireland. As well as working with the CEO and Sales Manager, you will also have access to a dedicated and qualified sales mentor who will work with you to help implement best sales practices and best apply your ongoing learnings to work for you.

While you will own a dedicated region, you will also be part of the wider sales team working as a team. Our set up will enable you to learn your trade while at the same time have a real opportunity to earn additional income from day one based on personal and company performance.

Overall Purpose of the Role

- Learn how to become a professional Sales Executive
- Achieve an academic qualification
- Build a new client base
- Grow your career with CavanBox
- Make money in the process

Responsibilities

- Be accountable for winning new clients in your region
- Manage your sales pipeline
- Learn sales skills, processes and procedures to qualify opportunities
- Learn how to convert suspects into prospects and then onto customer
- Meet and exceed all key performance indicators (KPIs) and revenue targets

Key Performance Indicators & Objectives

The following metrics will have weekly, monthly, quarterly and annual targets or objectives and will be the key metrics used to measure performance.

- Customer care
- New clients won
- Managing existing clients
- Sales revenue generated
- Face-to-face meetings
- Sales pipeline management
- Lead generation
- Market / prospect research
- Sales administration, including maintaining accurate records on our Customer Relationship Management (CRM) tools at all times

Core Competencies

- Passion and drive - you must be willing to go the extra mile to achieve your targets and objectives
- Laser-focused - to achieve your goals and earn extra money
- Personable - people buy from people they like
- Resilient - ability to meet challenges and pressures head-on and manage / address set-backs
- Collaborative – ability to cooperate, communicate and resolve differences of opinion quickly/mutually

- Committed to working through problems to ensure they do not impact objectives
- Excellent planning skills together with project management and prioritisation skills
- Excellent written and verbal communication skills
- Ability to work on own initiative while at the same time be a strong team player
- Strong analytical problem-solving capabilities and business acumen

Educational Requirements

- Candidates must be aged 18 or over
- Candidates must have Grade O6/H7 in 5 leaving certificate subjects (including Maths and English)
- Candidates must hold a valid, full clean driving licence

Package

Some of the benefits of this exciting position include:

- Basic salary of €22,000
- On Target Earnings (OTE) between €35,000 and €45,000
- Personal Performance Bonus
- Company Performance Bonus
- Company Car
- Healthcare
- Pension
- Other company benefits
- QQI Level 6 Sales Qualification
- Fulltime position and long-term career with CavanBox

Application Details

If you would like to develop a career in sales and “earn and learn” as you do it, send your CV or Personal Profile to: careers@cavanbox.ie.

- Deadline for receipt of applications is **Friday 28^h of August**
- Interviews will be scheduled by CavanBox for early September
- Successful candidates will be also be screened by MSLETB to confirm eligibility
- It is anticipated that the course will commence on the 14th of September