



Senior Sales Executive

Due to the continued growth of CavanBox we are seeking an experienced and ambitious sales professional to join us.

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 and a world-leading state of the art production facility. Further information can be found here: www.cavanbox.ie.

By working with CavanBox, you will 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

The Senior 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 help you to apply your ongoing learnings.

Overall Purpose of the Role

- 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 new sales skills, processes and procedures to qualify opportunities
- Meet and exceed all key performance indicators (KPIs) and revenue targets

Key Requirements

- Candidates must have a minimum of 3-5 years' experience in the packaging sector
- Candidates must hold a valid, full clean driving licence

Package

Some of the benefits of this exciting position include:

- Basic salary and On Target Earnings (OTE) will be commensurate with level of experience
- Personal Performance Bonus
- Company Performance Bonus
- Company Car
- Healthcare
- Pension
- Other company benefits
- Fulltime position and long-term career with CavanBox

Application Details

If you would like to develop a career in sales, send your CV or Personal Profile to: careers@cavanbox.ie.