



## Sales Executive

Due to the continued growth of CavanBox we are seeking two ambitious, driven, sales professionals 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, a world-leading state of the art production facility, employing 100 dedicated experts. Further information can be found here: [www.cavanbox.ie](http://www.cavanbox.ie).

By working with CavanBox, you will learn from our almost forty 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

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 help you to apply your ongoing learnings.

While you will own a dedicated region, you will also be part of the wider sales 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
- 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 hold a valid, full clean driving licence

## **Package**

Some of the benefits of this exciting position include:

- Basic salary of €22,000 (this is negotiable based on level of experience)
- On Target Earnings (OTE) between €35,000 and €40,000
- 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 and “earn and learn” as you do it, send your CV or Personal Profile to: [careers@cavanbox.ie](mailto:careers@cavanbox.ie).