



## Junior Sales Executive

Cavan Box, Ireland's market leading, and only Irish owned corrugated packaging company is seeking an ambitious, driven, sales professional to join our sales team.

### 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](http://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

You 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.

### Responsibilities

- Be accountable for winning new clients in your region
- Achieve weekly target for new business calls
- 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

### Requirements

- A minimum of 1 year's sales experience
- You must hold a valid, full clean driving licence
- Candidates must have Grade O6/H7 in 5 leaving certificate subjects (including Maths and English)

### 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
- Company Car
- Healthcare
- Pension
- 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](mailto:careers@cavanbox.ie).