

25th April 2022

Position available: Sales Executive

Who we are

EasyDel is a 100% Irish owned parcel delivery service. Launched in 2022 our aim is to become the parcel carrier of choice for Irish Business. Our service has been designed from the ground up focussing on customers and their customers. We 're not rookie's either, we have over 10 years' experience working in local, national and international parcel delivery, in fact our managing director ran the UPS parcel delivery franchise on the North East for three years. There is no road we don't know or a business or residential address we haven't delivered to. We are familiar with the good and not so good experiences businesses have experienced with their parcel delivery company.

So what makes us a better choice?

First, we are about change. We understand the importance of our role in your business. We've created an easy to use system that allows you to have your own professional logistics hub within your business...all from the touch of a button.

Our network covers each business, home, town and village in Dublin, Louth and Meath. And yes, we collect and deliver six days a week, Monday to Saturday which is proving a real benefit to our clients as they can now offer an extra days delivery option to their own customers.

Over the coming months we will be expanding our network to cover the 32 counties of Ireland. As a business with big plans to deliver a faster, more efficient and professional parcel delivery service we would welcome the opportunity to represent your business by delivering your products to your customers.

About this role

Are you a team player with a focus on delivering sales targets backed up first-class customer service by the team at EasyDel. Are you a confident & clear communicator? Are you ambitious with a desire to be the best? We are looking for a competitive and trustworthy Sales Executive to help us to further develop our already expanding business to B2B clients.

Experience working in the logistics space would be a distinct advantage. Working hours are Monday to Friday 9am – 5:30pm (No Weekends or Bank Holidays unless agreed in advance)



Unit 6, Elmgrove, Gormonstown
Drogheda, Co. Meath, K32 C925

Tel: +353 86 800 8218
Email: info@easydel.ie
Web: www.easydel.ie

Registered in Ireland
#689121

What we are looking for

- Proven experience as a salesperson, preferably in the logistics, or related sector.
- Proven ability to close business deals.
- Thorough understanding of negotiating techniques.
- You are an ambitious sales professional looking for an ambitious role.
- You should have at least 2 years' experience in selling.
- You need to be proficient in English, with excellent verbal and written skills.
- A very strong self-starter attitude.
- Strong organisational and planning skills. You need to be transparent about the process of what you do.
- Fast learner and passion for sales.
- Self-motivated with a results-driven approach.
- Excellent presentation skills.

Benefits

- Starting basic salary of €26,000 - €28,000 (DOE)
- Company vehicle & fuel card provided for business use
- Average on target earnings of over €10,000 annually
- Commission is based on individual performance & paid on top of basic salary
- Company phone is provided
- Incremental annual leave days based on tenure - 1 additional day every year - up to 25 days
- Monthly performance and quarterly engagement Incentives
- Employee assistance programme
- Annual performance review process linked to pay reviews

Some of the tasks and responsibilities that you will be required to complete include:

- Seek out and target new sales opportunities through quality cold calling, networking into businesses in Dublin, Meath and Louth.
- Pro-actively utilising the sales materials provided
- Set up meetings with Business owners / decision makers to review their needs and offer a full quotation and offer based on their requirements.
- Upload and update newly acquired sales onto the system for reporting purposes.
- Develop detailed journey plans to utilise your time effectively and efficiently to maximise coverage of the region.
- Develop a database for telesales
- Work with your Manager to hit KPI'S, achieving and exceeding monthly targets
- Ensure company procedures and processes are adhered to at all times
- Consistently demonstrate high levels of commitment, motivation and performance in line with KPI's and in pursuit of business objectives
- Negotiate/close deals and handle complaints or objections
- Collaborate with the EasyDel team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams
- Prepare and deliver appropriate presentations on the services



To apply

Please send covering letter and CV to jobs@easydel.ie for the attention of the Managing Director, Ken McDonald

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