



### **External Sales Representative – Enniskillen**

We wish to recruit a results-driven External Sales Representative to actively seek out and engage customer prospects in the Enniskillen area. The role includes promoting and selling our products and establishing and maintaining customer relationships whilst achieving agreed sales targets. The ethos of our business is to offer consistently excellent customer service and the successful candidate will reflect this through his/her role in the company. This is an ideal opportunity for the right candidate to utilise their experience and knowledge and play a vital role in our continued success.

#### **This role will include:**

- Responsible for presenting, promoting and selling our products to existing and prospective customers.
- This person will be responsible for establishing, developing and maintaining positive customer relationships ensuring focus on the achievement of long-term customer loyalty
- Establishing customer leads through cold calling and ensuring follow up of any potential new customers
- Achieving agreed upon sales targets and outcomes.

#### **Criteria**

- Must have a proven track record of sales in the Construction sector providing excellent customer service
- Must have a robust knowledge of building/timber materials
- Excellent selling, communication and negotiation skills
- Ability to multi-task, prioritise and manage time effectively
- Experience of working under pressure and to tight deadlines
- Experience of both working in a team and individually
- Excellent communication skills both verbal and written
- Must have IT experience and knowledge of Microsoft Office

#### **Benefits:**

- Attractive competitive salary offered
- Performance Related Bonus
- Company Pension Scheme
- Company Vehicle
- Company Mobile Phone
- Opportunity for Excellent Career
- Staff Discount
- Long Service Leave and Recognition

<b>Business opening hours are</b>	<b>Monday – Thursday</b>	<b>7.00am – 5.00pm</b>
	<b>Friday</b>	<b>7.00am – 4.00pm</b>
	<b>Saturday</b>	<b>8.00am - 12.30pm</b>

**Working hours are flexible and to be agreed with successful candidate – Saturday working is on a rota-based system.**

**Closing date: Friday 22nd March 2024**

**To apply please:**

**Email CV to: [MRice@mbm.ie](mailto:MRice@mbm.ie)**

**Download application form from: [www.murdockbuildersmerchants.com](http://www.murdockbuildersmerchants.com)**

Murdock Builders Merchants is an Equal Opportunities Employer and welcomes applications from all sections of the Community