



Our Client – EMS Copiers - Managed Print Solutions

The Position – Field Sales Person

Location – South East of Ireland (Leinster / Munster Area)

Salary – Basic 40 – 45K Dependent on Experience + On Target Earnings of 65K per annum.

Benefits – Company Car / Car allowance. (Pension scheme following two years of service.)

Support – Induction training / Serviced office / Full IT support.

Summary of Role:

EMS Copiers is one of Irelands longest established providers of copiers, printers and managed print services to a wide range of corporate and educational customers nationwide. We are currently recruiting for a field sales person to develop our business within the South East / Leinster area over the coming months. This is a unique opportunity for the right individual to grow and manage their own exclusive area and customer base.

Key Result Areas:

Secure new customers through prospecting, appointment making and product demonstrations.
Record and respond to all sales enquiries received within the South East area on a weekly basis.
Report to management on all weekly sales activities and update your monthly prospect list.
Update EMS Copiers contact management system with all new customer contact details.
Create and track all post sales meeting proposals and close off all sales opportunities.
Manage all customer service opportunities that arise within this area.
Assist in any marketing or trade shows that are promoted at a national level by EMS Copiers.
Complete any sales reports and internal paperwork in a timely and accurate manner.

Required Experience:

A minimum of two years of experience in a similar sales role performing the above duties.
Potential contacts and a good working knowledge of the territory specified.
Evidence of a full clean driving license with no current endorsements.
A very good working knowledge of Word / Excel packages and IT in general.
Excellent verbal and written communication skills and an ability to communicate professionally.

If you feel you are the person we are looking for to grow our business in Munster, please send your current CV to austin@tss.ie before **Friday the 18th of September**. For further details on EMS Copiers visit www.emscopiers.ie