



**The Client** – Duotone Ltd – IT / Audio Visual Technology.

**The Position** – Field Sales Person / Account Manager.

**Location** – Dublin Based / Leinster. (Hybrid working an option)

**Salary** – On Target Earnings of 60K per annum inclusive of basic salary and commission package.

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

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

#### **Summary of Role:**

Duotone is fast becoming one of Ireland's leading providers of **IT / Audio Visual Technology** servicing a wide range of corporate and educational customers nationwide. We are currently recruiting for a field sales person to develop our business within the Dublin / Leinster area over the coming months. This individual will report directly to the Sales Manager.

#### **Key Result Areas:**

Secure new customers through prospecting, appointment making and product demonstrations.  
Record and respond to all sales enquiries received within the Leinster area on a weekly basis.  
Report to management on all weekly sales activities and update your monthly prospect list.  
Update our current 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 and installations that arise within your sales area.  
Assist in any marketing or trade shows that are promoted at a national level by Duotone Ltd.  
Complete any sales reports and internal paperwork in a timely and accurate manner on request.

#### **Required Experience:**

A minimum of two years of experience in a similar sales role performing most of the above duties.  
Evidence of a full clean driving license with no current endorsements.  
A very good working knowledge of Word / Excel packages/ Power Point and IT in general.  
Must have a proven working knowledge of Audio-Visual equipment and relevant IT solutions.  
Excellent verbal and written communication skills and an ability to communicate professionally.  
An interest in technology in general and a very strong attention to detail in all aspects of work.

If you feel you are the person, we are looking for to help grow our business in the B2B sector, please send your current CV to [austin@tss.ie](mailto:austin@tss.ie) before **Friday the 18<sup>th</sup> of February**. For further details on the company and our range of products visit [www.duotone.ie](http://www.duotone.ie)

