



TURNING POTENTIAL INTO PERFORMANCE

Ocean Healthcare – Commercial Executive

Ocean Healthcare Background

Ocean Healthcare is a dynamic privately owned Irish business established in 2003.

We provide sales, marketing and distribution solutions to healthcare brand owners within the pharmacy, grocery, and dental channels in Ireland.

We are experiencing a period of rapid growth both organically and through new brand development.

Purpose of the Role

The successful candidate will offer commercial support to the key account team, liaise with relevant customers, principles and the retail sales team regarding pricing, promotions and reports

This is an administrative role that will require the individual to be competent working with data and systems, commercially astute, ability to create and maintain reports. A strong communicator responsible for sharing information throughout the company and to customers. The role will benefit a fast learner and a critical thinker. You will be joining a fast moving, busy office where attention to detail and speed/efficiency is key.

Key Responsibilities

- Support the Head of Sales with key customer administration including promotions submissions, new product set ups, maintaining price files and reports
- Establish strong working relationships with the customer head office support teams, ensuring agreed activities have been set up and executed as per customer joint business plans
- Manage and maintain the central price file, working across the CRM systems to ensure continuity of data
- Support the Field Sales Team by ensuring their CRM system is up to date, collating weekly sales reports, tracking and monitoring scheduled activities and journey plan maintenance
- Produce weekly, monthly reports to required timelines and perform data analysis
- Liaise with all departments across the organisation to support the sales team in their day to day roles
- Operate as a team player and positively contribute to achieving growth targets of the business.

Key Skills, Experiences & Competencies

- Good time management and planning skills.
- Excellent interpersonal and communication skills
- Strong team player with the ability to work cross functionally
- Ability to take ownership of this role with strong focus on accuracy and attention to detail
- Target driven and experience in working to deadlines
- Extremely competent with Microsoft Excel
- Knowledge of SAGE and Arcos CRM systems an advantage.
- Minimum 3 years relevant work experience in a similar role
- Previous experience in FMCG / Pharmacy Retail environment is desirable



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Work hours:

Monday to Friday

9.00am to 5.30pm (37.5 hours per week)

Office based role due to systems processing requirements

Remuneration:

Permanent full-time role

Salary c. €35k commensurate with experience

Bonus 5% based on company and individual KPIs

Pension Match employee contribution up to 5% when individual sets up personal pension plan (following successful 6 month probation period)

Annual leave 23 days

Training Support package for work related training / education courses

If you feel that this is the opportunity you have been looking for, please apply with your current CV to austin@tss.ie