



The Client – EMS Copiers Ltd - Managed Print Solutions.

The Position – Field Sales Person / New Business Development.

Location – Midlands Region – West Meath, Offaly, Carlow, Kilkenny, Tipperary.

Salary – Basic Salary plus Commission Package. Potential earnings of 60K P/A.

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

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

Summary of Role:

EMS Copiers is one of Ireland's 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 further develop our business within the Midlands Region over the coming months. This is a unique opportunity for the right individual to join our team and become a professional B2B sales person working with a well-established company.

Job Description:

Secure new customers through prospecting, telemarketing and product demonstrations.
Record and respond to all sales enquiries received within the area on a monthly 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.
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.

Required Experience:

Potential contacts and a good geographical knowledge of the Midlands area.
A minimum of two years of experience in a field or tele-sales sales role in a similar trade sector.
Evidence of a full clean driving license with no current endorsements.
A good working knowledge of Word / Excel packages and an interest in technology in general.
Excellent verbal and written communication skills and an ability to communicate professionally.

If you feel this might be the opportunity you are looking for, please send your current CV to austin@tss.ie. For further details on EMS Copiers visit www.emscopiers.ie