

# Purchasing & Supply Chain Admin



Dublin Road, Ballybrittas, Co Laois

Apply with CV to [michelle.martin@ecovolve.eu](mailto:michelle.martin@ecovolve.eu)

## Company description

A fantastic opportunity has arisen for a talented and committed Sales Development Representative to join our expanding team and drive our sales into Europe.

Ecovolve is a unique Irish based business that specialises in compact electrical/green ecoplant machinery. After a detailed design and development process the company launched the world's first high tip electric dumper in 2015, which it exports worldwide. Our award-winning products are eco-friendly, Smart Charging, Low Noise, Zero Emissions construction plant solutions.

## Responsibilities

- Drive the company into new areas of the business.
- Represent at a number of key tradeshow throughout Europe annually.
- Prospect new opportunities through networking, cold calling and other lead generation techniques
- Leverage prior success with your existing professional network.
- Work alongside a talented and committed team and be directly involved and responsible for the growth of our European business.
- To develop the sales strategy and marketing plan to ensure business growth.
- Construct strong and influential relationships with customers to understand and meet their needs.
- Assist in the development of a future marketing plan for business and developing sales strategies.
- Liaise with Enterprise Ireland

## Requirements

- Familiarity of construction / plant equipment
- Effective at networking, familiarity with usage of online tools for client research
- Ability and experience to work through the whole sales cycle (lead generation to contract negotiations and close) including the ability and willingness to generate and follow up revenue on your own leads
- Ability for international travel is essential

## Qualifications

- Bachelor's degree or equivalent experience in Business / Sales / Management / Marketing
- 5+ years' of sales experience
- Excellent written and verbal communication skills

Job Type: Permanent Full-Time Position      Salary: €60,000 (inc€45,000 Basic +€15,000 OTE)