



## Senior Sales Executive - Person Specification

Criteria	Essential	Desirable
Qualification/Attainments	<ul style="list-style-type: none"> <li>• Good secondary level of education demonstrating a high degree of numeracy and literacy.</li> </ul>	<ul style="list-style-type: none"> <li>• A third level qualification in a sales/I.T/Engineering/Electrical/construction discipline</li> </ul>
Relevant Knowledge & Experience	<ul style="list-style-type: none"> <li>• At least 3 years sales experience gained in a commercial I.T/Electrical Engineering environment.</li> <li>• Experience of completing tender applications</li> <li>• Proven track record of sales achievement, including experience in independently establishing business in new markets</li> <li>• Demonstrated ability to formulate partnerships with Key Accounts</li> </ul>	
Skills & Competencies	<ul style="list-style-type: none"> <li>• Excellent communication skills including negotiation and articulate presentation skills</li> <li>• Immaculate personal presentation</li> <li>• Experience in establishing successful customer relationships</li> <li>• Computer literate e.g. MS Office/Sage/CRM</li> <li>• Able to work on own initiative</li> </ul>	
Circumstances	<ul style="list-style-type: none"> <li>• A clean driving licence</li> <li>• Able and prepared to travel throughout Ireland/UK and Internationally</li> </ul>	