

## Territory Sales

If you are interested in joining an exciting company within Europe's largest industry then SF Engineering may be right for you. As one of Ireland's leading manufacturers of products and solutions for the global food industry, a career at SF is beyond what you would expect. At SF we realise that our employees are one of the keys to our success. We look for individuals who share our passion to succeed.

As a leader in our field, we are growing rapidly and have a number of exciting positions available including that of a Territory Sales Manager.

Reporting to the Sales & Marketing Manager, the Territory Sales Manager will be required to work with Sales & Marketing Manager and the Sales Director to ensure that SF maximizes its potential in selected markets.

### **Specifically, you will be responsible for:**

- Creating and executing a territory sales plan
- Maintaining SF's strong customer focus through meticulous key account management and excellent communication with all customers
- Developing SF's brand awareness by ensuring that you are knowledgeable of SF's products, solutions and capabilities as well as ensuring that you have a deep understanding of SF's customers' needs
- Working with other departments within SF to ensure that the sales department is both supported and supportive
- Completing sales activity reports and presentations as requested

### **We are looking for someone with the following skills and background:**

- Excellent presentation and communication skills (written and oral)
- Passionate and self-confident but open and willing to learn
- A team player
- Ambitious, loyal and driven to progress their long-term career
- Works with integrity while focused on results
- More than 5 years' experience in capital equipment sales
- Experience in the food industry is a distinct advantage
- IT literate

### **Location:**

- Ideally the successful applicant will live local to the following geographical locations and be willing to travel daily:

Carlow, Clare, Cork, Dublin, Galway, Kerry, Kildare, Kilkenny, Laois, Limerick, Offaly, Tipperary, Waterford, Wexford, Wicklow

### **Package:**

- Depending on the candidate. Will be progressive based on the selected candidate progressing their career within SF.