

Position: Structural Insulation Sales Representative

Type: Full Time, Permanent

Location: Office in Dublin 11 and on the road visiting sites & customers

Specification: The successful candidate will deal directly with builders, specialist contractors and end users to create their own customer base and as a result, assist to grow company wide sales. Specifically, the successful candidate will be promoting the specification and sale of Structural insulation products. TIDL is experiencing significant growth and is now seeking a hybrid internal & external sales representative to strengthen the sales team. The role is based in Dublin 11 with a requirement to visit customers & sites when needed.

Requirements:

- 3+ Years' experience in a sales/technical role is desirable
- 3+ Years' experience in construction and/or building materials sector is desirable
- Strong communication, presentation & IT skills
- Adaptable, self-driven & team oriented
- Strong negotiation skills
- Ability to thrive in a fast-paced environment within a high growth business
- Strong organisational skills
- Must be confident, resilient and target driven

Key duties and responsibilities

- Build existing customer relationships to improve customer satisfaction, business retention and cross sales
- Grow new business by engaging with decision making stakeholders within the construction industry
- Deliver updates via CRM (training will be provided), attend monthly team meetings and prepare reports when required
- Network at supplier and industry events to promote the brand
- Build a strong network of industry & sector partners, installers, architects & builders to seek support for both business growth and retention
- Prepare customer proposals and solutions with clear costings and evaluations
- Achieve Sales KPIs set by management team
- Work collaboratively as part of the wider sales team, customer operations and logistics

Package / Benefits

- A full-time employment contract with a competitive salary
- Flexible working environment
- A friendly team-focused working environment
- Company Vehicle
- End of Year Bonus
- Career progression
- Full training
- Laptop, mobile phone

About TIDL

TIDL is the leading Irish distributor of INSULATION for Thermal, Fire and Noise Control applications supplying commercial, domestic and industrial markets with expert advice and an unrivalled range of products, including the following market leading brands: Rockwool, Siderise, Isover, Pittsburgh Corning Foamglas, Kingspan, Paroc, Sager A.G and Armacell.

The company has five divisions:

- Thermal Insulation
- Passive Fire Protection
- Noise Control
- Customised Insulation Manufacturing
- Specialist Building Products

With our own transport fleet we cover the 26 counties with deliveries of insulation and specialist building products to construction sites, builder's providers, manufacturing facilities, hospitals, chemical & pharmaceutical plants etc.