CCS Media Ireland
ccsmedia-ireland.com
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CCS Media Ireland Recruitment:

Sales Executive

Ireland

Overview

CCS Media are a technology solutions business built around our people and customers. As an award-winning employer, CCS Media are growing fast and we know how to win in business and more importantly, maintain long-lasting relationships. With a turnover of over 281 million pounds, 13 sites and over 500 employees, our success comes from the people that work here. Our workforce enjoys a 9am-5pm, Monday to Friday working day, in a business casual dress code, within bright and spacious offices or from home, it's your choice.
CCS Media Ireland are recruiting for internal sales executives based in our Sandyford office. This is a full-time, 9-5 Monday to Friday Hybrid role. This is a great opportunity for you to join a growing company and build your career in IT Sales.
The role would ideally suit candidates that are driven, have a passion for new business sales and developing new customers. As Internal Sales Executive you will develop new business customers selling IT hardware, software, and professional services. Candidates should have at least 1 years' experience in a new business role. We will provide full training and development. This will be a continuous part of your Career progression with CCS Media Ireland.

Key Duties And Responsibilities:

- Proactive approach to winning new business.
- Structured approach to new business sales and cold calling.
- You will be required to win, develop, and grow customers by positioning all CCS Media products and services.
- Act as a key contact for, and develop effective working relationships, with both public and private sector clients.
- Proactive approach to providing customers with quotes and requests.
- Organise and maintain customer data and records within the CRM system.
- Keep records of opportunities and pipeline updated.
- Complete all technology training, in line with coaching and development structure.
- Take responsibility for all customer orders and queries.

Key Competencies/Experience:

- Proficient in Microsoft Word/Excel.
- A passion for sales and a hunger to learn, with an ability to consistently improve selling techniques.
- A customer-centric approach to all activities and communications.
- Self-motivation and the ability to work independently.
- Highly effective communication skills.
- Goal-focused, with a positive 'can-do' attitude.
- Experience of selling in the B2B or B2C sectors would be an advantage.

Please email Claire Walker (claire.walker@ccsmedia.com) or Greg Cork (greg.cork@ccsmedia.com) if you are interested in the position or have any questions about the role.