

Sales - Account Manager



Named a Great Place To Work, Promed is a leading Medical Sales, Marketing and distribution company. Promed's product portfolio includes major brands from world class manufacturers such as Butterfly Network, Customed, Ansell, 3M.

Promed is committed to delivering a first-class service and our customer is at the centre of everything we do. This focus together with its detailed product expertise ensures the provision of unrivalled customer care and excellent on-going product support, which have become synonymous with the Promed brand. Our culture creates an environment of collaboration, innovation and trust.

An opportunity for a **Sales Account Manager** to join our Commercial Solutions Team has arisen as a result of our growing business.

The Role:

The successful candidate will join our Commercial Solutions Team to act as trusted advisor to our customers.

The Person:

You are pro-active and confident with excellent sales and organisational skills.

Basic Requirements:

- Previous experience in sales in a professional environment
- Strong customer focus and drive to achieve in order to achieve challenging targets
- You possess excellent communication skills both written and verbal
- Computer literate in Microsoft Office (SAP Business 1 skills would be advantageous).

Responsibilities:

- Manage a specific geographic sales area, developing business with new customers and supporting and developing existing customers
- Sales order processing, preparation of quotations and follow up with customers for order completion
- Build relationships with customers and be their trusted advisor by providing needs based solutions
- Manage customer contracts as appropriate in line with Promed service level agreements
- Build and develop your knowledge of the customer and your territory
- Manage customer complaints to resolution
- Develop personal product knowledge by involvement in product training sessions
- Represent Promed at trade shows.

Key Benefits:

- 24 days annual leave per annum
- Profit Share
- Contributory pension scheme
- Employee Assistance Programme
- Life Cover
- Active Sports and Social Club
- Profit Share
- Opportunities for learning and personal development.

If you are interested in applying for this role, please forward your application to HR@PEI.ie.

Promed is an Equal Opportunities Employer