



If you are interested in joining an exciting company within one of Europe's largest industries then a career with SF Engineering may be right for you. As one of Ireland's leading manufacturers of customised products and solutions for the food industry, a career at SF may be 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 at our Sligo site in the West of Ireland, including that of:

Business Development Manager

THE ROLE:

To generate sales within the Island of Ireland in order to achieve the revenue targets for Ishida Europe products and services.

RESPONSIBILITIES:

- Plan and execute visits within the assigned territory to existing and potential customers within the food and non-food industries.
- Build and maintain professional relationships with current and potential customers in order to become a "trusted advisor", increase sales and achieve monthly, quarterly and annual sales targets.
- Keep territory customer and own activity records up to date on CRM.
- Prepare accurate proposals using the SF Costing system.
- Build and maintain good working relationships with colleagues, managers, engineers and office-based staff to facilitate an end-to-end, joined-up approach to sales and after sales service to customers.
- Commitment to acquire further skills and knowledge of Ishida Europe products and services in order to build expertise, customer confidence and offer an unrivalled service to customers and potential customers.
- Related to the above, remain apprised of trends in the food and food machinery manufacturing industries, of matters and issues affecting customers and potential customer in your region/territory, and of competitor offers and services.
- Active participation in the Performance Management process.
- Active participation in training and development opportunities.
- Submit agreed periodic activity reports and plans to the Sales Manager.
- Achieve monthly sales and calls targets.
- At all times demonstrate customer service aligned with SF Engineering standards.



OTHER

To take all due care and attention with regard to your own health and safety at work and be mindful of that of others;

To uphold and exemplify the company values and commitment to quality in all your working practice and interactions with colleagues and customers;

To undertake all tasks within your level of skill and ability that are commensurate with the post.

Note: This is a description of the job at the time of issue. It is SF Engineering practice periodically to review and update job descriptions to ensure that they accurately reflect the current nature of the job and requirements of the company and to incorporate reasonable changes where required, in consultation with the jobholder.

In order to be shortlisted you must demonstrate that you meet as many of the essential criteria and as many of the desirable criteria as possible. Where we have a large number of applications that meet all of the essential criteria, we will then use the desirable criteria to produce the shortlist.

QUALIFICATIONS & EXPERIENCE

	<u>Essential</u>	Desirable
<u>Education and Documentation</u>	<ul style="list-style-type: none"> • Leaving Certificate/ A Levels • Full Driving license 	<ul style="list-style-type: none"> • Degree in Sales/Engineering or any other relevant study.
Skills, Abilities and Knowledge	<ul style="list-style-type: none"> • Knowledge of technical / engineering products • Proven skills in building and maintaining relationships leading to sales and repeat sales • Proven sales ability from enquiry to order in a B2B environment • Excellent communication skills • Able to convey and assimilate complex information • Full understanding and ability to work with sales processes and system tools • IT literate in CRM and MS applications • Fluent in English (spoken and written) 	<ul style="list-style-type: none"> • Knowledge and understanding of Ishida Europe products and services • Knowledge of food and/or non-food industries and processes • Knowledge of food processing equipment • Knowledge of potential market and competition in assigned region



Experience	<ul style="list-style-type: none">• Proven experience of achieving challenging sales and revenue targets• Demonstrable experience gained within a food, engineering or manufacturing industry• Experience of CRM and proficiency in its use	<ul style="list-style-type: none">• Project planning• Planning and selling of industry solutions• Experience in data analysis and report building
Character and Personal Qualities	<ul style="list-style-type: none">• Self-motivated self-starter• Demonstrates initiative• Team Player• Flexible• Task and results focused as well as people-centered• Open minded• Analytical• Willing to learn and engage in continuous learning	
Ideal Qualities and Values	<ul style="list-style-type: none">• Represents SF Engineering with integrity• Collaborative approach with colleagues and customers	