



## Job Description

**The Electro Automation Group is widely regarded as Ireland's premier automation specialist. Formed in Dublin in 1984, The Electro Automation Group has since provided an enviable combination of quality equipment supported by exceptional technical after sales service.**

Electro Automation is Ireland's leading automation company and has branches in Lisburn, Dublin, Surrey, Birmingham and Germany. **Based in our Lisburn office**, we require a hands-on experienced, self-starting, ambitious working **SALES CONSULTANT** to join us. The successful candidate will join our sales team which is at the centre of our company activity. You will be required to implement our sales policies, objectives and initiatives as part of our great team. You will achieve short and long-term sales strategies and goals and will help launch new product ranges in keeping with market demands and trends.

The successful applicant should have the following skillsets:-

- You will preferably have a qualification in Sales, Business, or any other related field. The equivalent of the same in working experience may also be acceptable for this position. Qualifications or Diplomas by DMI or similar accredited bodies will be considered advantageous.
- You must have had at least 3 years' experience in working in a Senior Sales Position. A suitable candidate will have had a proven and successful track record in meeting sales targets and goals in a fast-paced and dynamic environment. A Technical /Engineering sales background would be a distinct advantage.
- You must be familiar with Access Control systems up to Enterprise level.
- You will preferably have a knowledge regarding automation of doors, gates and barriers having worked in this or a similar field for some time.
- You will be well connected and have an established network of high-level local industry contacts.
- You will be IT literate and technology aware and familiar with the construction sector's practices and programming procedures.
- You must have excellent organisational ability, have an ability to multi-task, prioritise and meet deadlines. The candidate must also be comfortable working in a fast-paced and dynamic environment, have excellent decision-making skills, be detail orientated, have excellent coaching skills, model positive energy and inspire the same in their colleagues, and have an ability to handle stressful situations calmly and effectively.

This is an exceptional opportunity for someone to join a leading locally owned company and carve a rewarding career. Salary and benefits will be commensurate with experience. OTE of £50k to £70k.

**To apply for this role please email your CV to [trishmcveigh@electroautomation.co.uk](mailto:trishmcveigh@electroautomation.co.uk)**