



GILLIGAN BLACK RECRUITMENT LIMITED



#JOB-2360748



Co. Dublin,



No of positions : 1



Paid Position



40 hours per week



80000.00 Euro Annually



14/10/2024



11/11/2024

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : theresa.black@gilliganblack.ie



Open your camera app & point here to view this ad online



Divisional Sales Manager – Construction Sector

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

Divisional Sales Manager – Construction Sector

Dublin 24 – Leinster Region

€80'000 plus car and performance-based bonuses

We are working with a well-established global manufacturer in the construction sector, who are hiring an experienced Sales Manager to lead their high-performing field sales team. This is a fantastic opportunity for a dynamic and strategic sales leader who thrives in a data-focused environment and has a passion for driving growth and managing key accounts.

You will be responsible for the day-to-day management of a sales team, providing both operational oversight and strategic input to drive departmental success. You will also focus on coaching and developing team members, using data-driven insights to guide decisions, and managing key client relationships to ensure the ongoing success of the business.

Key Responsibilities:

Team Leadership: Oversee the daily activities of the sales team, ensuring they meet performance targets and maintain high standards.

Strategic Planning: Work closely with senior management to provide input into departmental goals and long-term strategies.

Coaching & Development: Lead the development and coaching of sales staff to maximize their potential and performance.

Data-Driven Focus: Utilise data analytics to track sales performance, identify trends, and guide strategic decisions for continuous improvement.

Key Account Management: Maintain and grow relationships with key accounts, ensuring top-notch service and identifying new business opportunities.

You must have:

Proven track record in sales management within the construction or related industries.

Strong leadership skills, with a focus on team development and motivation.

Highly proficient in data analysis and using metrics to guide decision-making.

Experience managing key client accounts and driving customer satisfaction.

Excellent communication and interpersonal skills, with a strategic and results-oriented mindset.

The opportunity:

Join a thriving company with a strong presence in the construction sector.

Competitive remuneration package with performance bonuses.

Opportunity to shape the future of this department and drive growth.

Professional growth and career development opportunities.

Apply with your CV for immediate consideration. Only those with the essential criteria will be considered

- This vacancy is suitable for Remote/Blended working
- **Sector:** professional, scientific and technical activities

Career Level

- Managerial