



BRITVIC IRELAND LIMITED



#JOB-2406380



Co. Dublin,



No of positions : 1



Paid Position



37.5 hours per week



To be Confirmed



08/08/2025



05/09/2025

How to apply

Application Method :

Please apply to the vacancy by the following means:

URL :

<https://careers.britvic.com/job-invite/31728/>



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



Field Sales Manager AFH - Dublin

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

At Britvic Ireland - Part of the Carlsberg Group, we're all about creating and sharing amazing soft drinks. Our iconic brands like Ballygowan, Club Orange, Miwadi, Energise, TK, and Cidona have been loved for generations. We also partner with PepsiCo to bring you favourites like Pepsi, 7UP, and Lipton.

We're always innovating and evolving, staying true to our vision of being the most dynamic soft drinks company, creating a better tomorrow. With over 240 years of history, our brands are rooted in authenticity and heritage. Our success is driven by the passion of our people, and we foster an environment where everyone can thrive and grow and truly be themselves.

As we embark on this exciting new chapter under the Carlsberg Group, our purpose remains clear: striving for perfection, focusing on research and innovation, listening to our consumers, and driving sustainability to make a positive impact on society.

Job Overview

Lead and develop a team of Account Development Executives to achieve distribution, revenue, volume, and profit targets across the Britvic brand portfolio. Work closely with wholesale partners and Britvic Account Managers to ensure consistent, high-quality execution across all outlets in your region, covering On Trade, Hospitality, Foodservice, Leisure, and Workplace channels.

Key Responsibilities

Deliver distribution, revenue, volume, profit, and market share targets by brand, channel, and pack.

Increase product availability for the full Britvic soft drinks range, including Pepsi, 7UP, Club, Ballygowan, MiWadi, Cidona, London Essence Premium Mixers, and Teisseire.

Achieve quarterly sales targets for Aqua Libra Co Taps, Soft Drinks Dispense units, and Ballygowan

Water Coolers in pubs, restaurants, hotels, foodservice, workplace, and leisure sectors.

Hold regular meetings with the team, RTM, KAM, NAM, and wholesalers.

Coach team members in Consultative Selling to secure new business in high-volume outlets.

Requirements

5+ years' experience in the beverage industry, with product, channel, and market knowledge.

Strong communication, interpersonal, and relationship-building skills.

Experience in team development, PDP management, and effective 1-to-1 coaching.

Financial acumen with budget management skills.

Proven negotiation skills, initiative, and problem-solving ability.

High computer literacy and strong organisational skills.

Desirable Experience

Sales experience in HORECA / On Trade field sales or similar role (e.g., Regional Sales Manager, Field Sales Manager, or Team Leader).

Education/Qualifications

5+ years' sales experience in FMCG.

Full clean driving licence (essential).

Third-level qualification in Business or relevant discipline (desirable).

- This vacancy is suitable for Remote/Blended working
- **Sector:** manufacturing

Career Level

- Not Required