



ATLANTICO FOOD & DRINKS LIMITED



#JOB-2421727



Unit 3, 90Lagan Road, Dublin Ind Est, Dublin
11, D11 XC4A



No of positions : 1



Paid Position



40 hours per week



14.50 Euro Hourly



21/11/2025



19/12/2025

How to apply

Application Method :

Not available



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online



Sales Representative B2B - Portuguese Speaker

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

About Us:

We are a leading importer and distributor of Portuguese and Brazilian food and beverages in Ireland. We proudly serve B2B clients across the country, supplying traditional and high-quality products to retail stores, restaurants, and food service providers.

Job Description:

We are currently seeking a motivated and results-driven B2B Sales Representative to join our team on a commission-only basis. This role is ideal for someone who thrives in a performance-based environment and has experience in food sales, particularly within the Portuguese and Brazilian communities.

Key Responsibilities:

- Manage and grow an existing portfolio of B2B clients across Ireland
- Identify and onboard new customers (retailers, restaurants, distributors)
- Promote and sell our full range of Portuguese and Brazilian food and beverage products
- Maintain regular contact with clients to ensure satisfaction and repeat business
- Collaborate with the back office and logistics teams to ensure smooth order fulfilment
- Report market insights and customer feedback to management

Requirements:

- Proven experience in B2B sales, preferably within the food & beverage industry
- Fluency in Portuguese (spoken and written); English is also essential
- Strong knowledge of Portuguese and Brazilian food and drinks
- Self-motivated, proactive, and target-driven
- Excellent communication and negotiation skills
- Must have the legal right to work in Ireland (e.g. valid PPS, visa, or EU citizenship)

A valid driving licence is preferred

Familiarity with CRM systems and basic computer literacy is a plus

Compensation:

Commission-Based Only

Attractive commission structure, with uncapped earning potential

Location:

Office based in Dublin 11, with travel across Ireland required

- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Entry Level