



CPM



#JOB-2464161



CPM IRELAND, Block C, Cookstown Court,
Cookstown Est Rd, Dublin 24, D24 W668



No of positions : 1



Paid Position



35 hours per week



37000.00 Euro Annually



14/08/2026



11/09/2026

How to apply

Application Method :

Not available



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online



Senior SME Executive

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

Manage a defined geographic territory selling directly to SME (Small Medium Enterprise) and SOHO (Small Office/Home Office) customers

Work smartly to maximise the opportunities to make sales between home and field selling

Achieve and exceed agreed sale targets

Develop a detailed understanding and tightly manage your customer pipeline

Generate referrals daily that secure a face-to-face presentation to a decision-maker

Daily CRM updates to ensure all information is correct and accurate

Work to the highest compliance levels set out by the company

Attention to detail completing applications accurately on behalf of the customer

Maintain knowledge of all new and existing products and services from competitors

Provide competitor feedback and industry insight

Represent CPM and Vodafone in a consistently professional manner

Sell a solution that delivers value to both the customer and Vodafone

Ensure all activities are completed compliantly and in accordance with training provided on internal and external compliance guidelines

Undertake any other duties and responsibilities as instructed by your line manager

- This vacancy is suitable for Remote/Blended working
- **Sector:** information and communication

Career Level

- Executive