



BECHTLE DIRECT LIMITED



#JOB-2468129



BECHTLE DIRECT LIMITED, Corrig Ct, Corrig Rd, Sandyford Bus Pk, Dublin 18, D18 C6K1



No of positions : 1



Paid Position



40 hours per week



35000.00-40000.00 Euro Annually



08/09/2026



06/10/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : humanresources.uk@bechtle.com



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



Public Sector Inside Sales 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

Job Role Responsibilities

- Managing customer requirements from initial enquiry through to order and successful delivery.
- Preparing accurate and commercially appropriate customer quotations.
- Processing and managing customer orders accurately and efficiently.
- Monitoring orders, deliveries, stock availability and expected lead times.
- Keeping customers informed and proactively managing expectations throughout the sales process.
- Following up on quotations and progressing opportunities through the sales cycle.
- Working with distributors and technology partners to obtain pricing, availability and product information.
- Ensuring customer, opportunity and order information is accurately maintained within Bechtle's systems.
- Supporting Account Managers with the effective management and development of Public Sector accounts.
- Identifying opportunities to introduce additional products, services or solutions where appropriate.
- Coordinating with internal Bechtle teams to resolve customer queries and delivery issues.
- Developing strong working relationships with customers, colleagues, distributors and vendor partners.
- Continuously developing your knowledge of Bechtle's portfolio across hardware, software, cloud, security and professional services.
- Taking ownership of tasks and following them through to completion.

Job Requirements

- Strong administration skills.
- Methodical thinking.
- Self-motivated and ambitious with a positive attitude.

- Excellent communication and organizational skills.
- Team oriented mindset.
- Ability to work within a fast-paced environment where work and fun are the key ingredients.
- Ability to build strong rapport with delivery partners.
- Ability to work as part of a team and display teamwork.
- Attention to detail and take pride in getting things right.
- Persistent, organised and the ability to manage multiple priorities at the same time.
- Commercially minded, comfortable working towards targets and motivated to increase your earnings through your performance.
- Understand technology and willing to learn from colleagues and partners to develop product knowledge.

What we offer

- Competitive base salary €35k - €40k base plus commission from sales.
- Performance commission of 10%.
- Hybrid working following successful completion of 6 months' probation – up to two days per week from home.
- Structured onboarding and support from an experienced team.

Experience

- Inside Sales, Sales Support or Account Management.
- B2B sales or customer service.
- IT, technology or software sales.
- Processing customer orders and managing the sales cycle.
- Working in a fast-paced, process-driven commercial environment.
- Using CRM, ERP or other sales management systems.
- Managing multiple customer requirements and priorities simultaneously.

Previous IT or Public Sector experience would be beneficial, but it isn't essential.

We are open to candidates from other industries who can demonstrate the above.

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

Career Level

- Entry Level