



DIVERSEY HYGIENE SALES LIMITED



#JOB-2470236



DIVERSE HYGIENE SERVICES, Unit A10,
Grattan Bus Pk, Dublin 17, D17 PX74



No of positions : 1



Paid Position



37.5 hours per week



45000.00 Euro Annually



15/09/2026



13/10/2026

How to apply

Application Method :

Not available



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Territory Account Manager

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 Title: Territory Account Manager

Name of Employer: Diversey (Ireland) Limited

Minimal Annual Remuneration: €45,000

Location of Employment: Unit 10, Grattan Business Park, Clonsaugh Business and Technology Park, Dublin 17, D17 PX74

Hours of Work: 37.5 hours

Description of Employment:

Business Development (New Business Generation)

- Generate leads through your own network, outreach, trade fairs, meetings, and targeted regional activity.
- Identify, target, and win qualified opportunities with new regional or national customers.
- Create and maintain new business funnels and strategic account plans in Salesforce.
- Coordinate acquisition activities with sector leaders and National Account Managers.
- Build and nurture relationships with key decision makers and industry opinion leaders.
- Prepare proposals, tenders, and commercial offers with support from admin teams where required.

Territory Account Management (Existing Customer Support & Growth)

- Manage and grow a portfolio of customers across your assigned territory.
- Carry out on site audits, equipment installations, first line maintenance, and basic repairs (full training provided).
- Deliver Health & Safety briefings, product demonstrations, and customer training.
- Identify upsell and cross sell opportunities to expand product adoption and grow revenue.
- Support new business rollouts across your territory and others when required.
- Liaise with distributor personnel and internal teams for indirect customer management.
- Record all visit activity, actions, and outcomes in Salesforce with high attention to detail.

General Responsibilities

- Meet and exceed annual sales, service, and activity targets.
- Utilise remote sales tools and encourage digital service adoption across customer accounts.
- Develop and execute a territory sales and service plan aligned to business objectives.
- Maintain a strong customer first mindset and ensure satisfaction through consistent, high-quality support

What You'll Bring

- Experience in Business Development, B2B Sales, or Large Corporate Account Management (essential).
- Strong communication, influencing, and relationship building skills.
- Commercial awareness and the ability to manage sales cycles end to end.
- Technical aptitude and willingness to learn hands on maintenance tasks (training provided).
- Strong IT skills and proficiency with Salesforce or similar CRM platforms.
- Ability to work independently, manage time effectively, and persist in pursuit of targets.
- Full driving licence (essential) — regular travel with a company vehicle.
- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Experienced [Non-Managerial]