



FURLONG FLOORING LIMITED



#JOB-2470340



Unit A, Ballymount Cross Ind, Ballymount Rd

Lwr, Dublin 24, D24 RCC2



No of positions : 1



Paid Position



40 hours per week



37000.00 Euro Annually



15/09/2026



13/10/2026

How to apply

Application Method :

Not available



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Area Sales Manager - West Ireland

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 description:

Area Sales Manager - Cavan, Offaly, Westmeath, Longford, Leitrim, Roscommon, Clare, Galway, Mayo, Sligo

Commission

Company Car

Company Phone

Company Tablet

Pension

EAP - Employee Assistance Program

22 days annual leave which increases with service

Role Function

Manage sales activity within an assigned geographic area, maintaining and developing relationships with retail, trade, and contractor customers.

Drive sales performance through regular customer engagement, account development, and structured territory coverage.

Core Responsibilities

Territory Sales Management

Manage sales activity within assigned geographic area

Identify, target, and develop new customer accounts while expanding your territory

Maintain structured visit schedules across retail and trade customers

Deliver against monthly, quarterly, and annual sales budgets with a focus on sustainable growth.

Proactively identify and pursue new business development opportunities within both existing and untapped markets

Ensure consistent customer coverage and engagement

Customer Account Management

Maintain direct relationships with existing customers

Monitor account performance and order activity

Identify opportunities for increased sales within existing accounts

Support retention and development of key customers

Manage complaints quickly with all necessary information

Sales Order Generation

Generate sales orders through customer visits and calls

Process orders in coordination with sales office

Ensure accuracy of pricing, product selection, and order details

Follow up on outstanding orders and customer requirements

Product & Market Activity

Communicate product information, updates, and availability to customers

Gather feedback on market trends and competitor activity

Identify demand opportunities within assigned territory

Support introduction of new products into customer base

Internal Coordination

Liaise with sales office regarding orders, pricing, and customer issues

Coordinate with warehouse on stock availability and customer requirements

Communicate customer feedback and market intelligence internally

Ensure smooth handover of orders into fulfilment process

Sales Performance Tracking

Monitor personal sales activity and performance through KPI reports

Maintain pipeline of active and potential customers

Track territory performance against expectations

Report on customer activity and opportunities

Travel Requirements

The role requires regular travel throughout the assigned territory

Flexibility to undertake occasional overnight stays is essential where required to maximise customer coverage, attend meetings, exhibitions, training events, or support business development activities

Represent the company professionally at all times while travelling and meeting customers

Ad Hoc Duties

Undertake other reasonable duties as required from time to time, including duties outside the core scope of the role, in order to support the effective oper

- This vacancy is suitable for Remote/Blended working
- **Sector:** other service activities

Career Level

- Experienced [Non-Managerial]

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 3
- **Minimum Qualification:** No Qualification
- **Specialising In:** sales; b2b; product knowledge

(Desirable)

- **Ability Skills:** Communications, Computer Literacy, Customer Service, Sales/Marketing
- **Competency Skills:** Decision Making, Negotiation, Problem Solving, Working on own Initiative
- **Driving Licence:** Full: B
- **Languages:** English B2-Upper intermediate