

## Sales Executive (Permanent)

### Description:

Asystec Limited is a Data Management Solution Provider with offices in Dublin, Cork, Limerick and Minnesota, United States. Partnering with such organisations as: Dell Technologies, VMware, Varonis and Oracle; Our primary focus is to design solutions to assist companies to manage, secure and identify their key data assets within their organisation.

Asystec are seeking a Sales Executive to join our team. This role will involve driving sales and support our existing customer base. Listening to customers, understanding their needs and delivering the right solution will be the key your success. This is a growing department with huge opportunity for progression for the right candidate.

### Responsibilities:

- Manage dedicated account list, building and maintaining trust with your customers.
- Ensure Maintenance Contracts are renewed prior to expiration, engage with internal sales counterparts, Vendors and customer on all aspects of the sales cycle, from quotation to close.
- Management of multi-vendor maintenance contracts within your account base, ensuring they are executed in a timely and meticulous manner.
- Coordinate the maintenance renewal with multiple stakeholder, driving the process through to completion of order.
- Become a champion in the vendor processes and procedures, so that you can provide expert advice to your customers.
- Applying the highest professional standards to the delivery of client services.
- Quotations being supplied with maximum accuracy efficiency.
- Effective management of your workflow and forward plan activities.
- Manage and secure your renewal pipeline, ensuring no opportunity is lost.
- Identify opportunities to upsell into allocated accounts.
- Grow the renewal business within existing accounts and prospect for new business.
- Hit and exceed your quarterly sales targets.

### Essential Requirements:

- Strong attention to detail and administration experience.
- Computer literate with a high focus on Microsoft Excel, PowerPoint, Word and Outlook.
- Self-starter who takes pride in their work.
- Strong oral and written communication skills in English.
- Possess strong presentation skills.
- Positive attitude with an appetite for growth.
- Enthusiastic personality & team player.
- Organised and detail oriented with excellent time management skills.
- Full driving license.
- Candidates must be eligible to work in Ireland or currently hold a Stamp 4 Visa to apply.
- Be willing to travel

**Desirable Requirements:**

- Experience with Salesforce highly beneficial.
- Background or knowledge of the IT industry would be a distinct advantage but is not essential
- Degree in Business or IT preferred but not essential

**Additional Information:**

- Dublin based but occasional travel will be required
- Laptop & mobile phone provided
- On site gym
- Health insurance
- Competitive salary & bonus scheme

**To apply – please send your application to [careers@asystec.ie](mailto:careers@asystec.ie)**

*If you choose to apply to this opportunity and share your CV or other personal information with Asystec, these details will be held by us in accordance with our privacy policy used by our recruitment team to contact you regarding this or other relevant opportunities.*