



Sales and Marketing Role – ECT Adhesives

Founded in 2000, ECT Adhesives solutions are Ireland's premier supplier of adhesives and dispensing equipment to Irish industry, including medical device assembly, electronics, wood working, sign manufacturing, packaging, construction and many more. For further information on this, please see our website at www.ectadhesives.com. ECT Adhesives does not just sell a product, we take an application from the beginning to the end providing expert advice and support throughout. Our experienced and knowledge based technical sales staff have years of adhesive experience and we have a specialist adhesive chemist who works closely with all applications.

Due to our rapid growth, we are now in a position to recruit an energetic Sales and Marketing professional to help us continue our current ambitious marketing strategies and also aid in the generation of leads, increasing sales to new accounts in addition to managing some existing ones.

Requirements of the Position:

Marketing Diploma or a higher qualification, Word Press knowledge is important.
Experience in technical field sales would be of benefit, but not essential.
High level of computer competency.
Full, clean driving licence.

Responsibilities:

Maintaining, updating and generally be responsible for the management of our website. This would include adding posts, new products, press releases etc.
Maintaining our CRM database, ensuring all fields are correct, and generally managing the system.
Using the CRM Data base to send out mail shots to our various industry categories on a weekly basis and following up with the customers to find out what they thought of the product that we promoted. Producing reports to detail the success of any particular campaign.
Handling and designing all the companies Social Media campaigns to the various platforms, reporting on these and their effectiveness.



Field sales, calling into existing and new prospect customers within the greater Dublin area, to include Wicklow, Meath and Louth.

Generating leads for prospective customers using the Web, Industry forums etc. and putting these leads into our CRM for them to be contacted.

Analysing sales trends and producing reports to present to management.

Skill Set:

Excellent communication and people skills.

Ability to take direction and work as a team.

Motivation to work on own initiatives to grow sales and convert customers.

Flexibility to work varying hours depending on the daily commitments.

Capable of advance problem solving in difficult circumstances.

Benefits:

Company vehicle.

Laptop.

Mobile Phone.

Meal allowance.

Performance based bonus after a one-year period.