

## **VACANCY**

### **Regional Sales Manager**

Irish Cement Limited is seeking applications for the position of a Regional Sales Manager covering the East of Ireland and a number of other counties.

Irish Cement Limited is a fully owned subsidiary of CRH plc and has manufactured cement in Ireland for over 85 years. It operates two cement-manufacturing facilities, one situated in Platin, approximately 5km from Drogheda, Co. Louth and a second in Castlemungret, Co. Limerick. Production uses the most advanced, energy-efficient technology to create a range of high-quality cements to the highest Irish and International standards.

The successful applicant will be based in the Leinster region and will report to the Managing Director of Irish Cement Limited.

#### **The key responsibilities of the position are:**

- Achieve agreed sales and marketing targets
- Research and develop suitable market opportunities
- Develop and maintain strong customer relationships
- Sales revenue collection and credit control
- Provide customers with technical advice and guidance where appropriate
- Keep abreast of product legislation and related technical standards
- Support Sales administration queries
- Ongoing customer liaison duties

The above list is not exhaustive. The successful candidate will be expected to perform duties as necessitated by the changing role and the overall business objectives of the Company, as directed.

**Candidates should preferably possess:**

- Excellent communication and negotiation skills as evidenced by previous work experience.
- A relevant degree and at least 5 years' experience in a Concrete/Civil Engineering or Construction related role.
- Evidence of working in a sales and marketing environment where strong relationship building skills are required.
- Proven business acumen, negotiating and technical skills with relevant qualifications.
- A work history of contributing and adding value to the overall performance of a previous employer(s).
- A full and clean drivers' licence.

Outstanding candidates who do not possess all of the above criteria may also be considered.

This vacancy provides an exciting opportunity for the successful candidate to join a multi-national organisation with possibilities for progression within Irish Cement and the wider CRH group. CRH is headquartered in Ireland and currently operates in 29 countries with over 3,155 locations and employs 73,000 people. [www.crh.com](http://www.crh.com)

Candidates wishing to be considered for this position can submit a current CV to [careers@irishcement.ie](mailto:careers@irishcement.ie) entitled "Regional Sales Manager".

**Visit [www.irishcement.ie](http://www.irishcement.ie) for more information.**