



## Sales Consultant/Account Manager

<b>Title:</b>	Sales Consultant/Account Manager
<b>Department:</b>	Sales
<b>Location:</b>	Dublin
<b>Job type:</b>	Permanent Full-Time
<b>Reporting to:</b>	Ray Bulger - CEO
<b>Salary:</b>	Negotiable DOE OTE bonus structure to same value as salary Group medical insurance scheme and defined Contribution pension on completion of probationary period
<b>Minimum Experience:</b>	3 years within industry

### Overview of the Position

This is an exciting opportunity to join a company which is still in its start-up phase but already has proven sales potential. The right candidate will see the potential to have a long-term role in the company and be an integral part of a success story in the making.

### About Ontrack360

Ontrack360 is a state-of-the-art Field Asset Management tool that is already being deployed in a range of industries, from out-of-home advertising to construction and natural resources, and from Northern Ireland to Western Australia. A Field Asset is any permanent structure or place where a business is the owner, or the manager, or a supplier, or a stakeholder.

Ontrack360 enables its users to Plan work, Progress it, Prove that it has been done and Pass around the information to everyone who needs it. Work is uploaded from a spreadsheet or csv file to Ontrack360 from where it is assigned to workers in the field. They use Ontrack360's dated-and-located text and photographic data-collection features to record their work and this proof is instantly viewable to all authorised users, wherever they are in the world.

Ontrack360 saves time because managers spend fewer hours in the field and workers are better informed. Ontrack360 saves money by ensuring buyers only pay for what they get and it makes money for its users by enabling them to give a better service to their clients. Ontrack360 provides proof; proof ensures transparency; transparency builds trust and trust builds business.

## **Job Role / Responsibilities**

Ontrack360 is currently seeking a sales consultant for our Dublin Office. The successful candidate will play an important role in the company's growth in Ireland. This role will have the responsibility of delivering increased sales and broadened customer base, building on the company's existing areas of expertise and creating new ones. This role is predominantly suited to the Hunter Sales Professional and will not involve any marketing responsibilities.

Initially the candidate will concentrate on sales combined with new account development after which they will be involved in developing a clear and defined sales strategy for the Company. This is a fantastic opportunity for someone to be involved in a fast-growing company whilst being rewarded for the company reaching its achievements and goals.

## **What you will do in your role:**

### **Profit Targets**

To oversee that profit targets are met on a monthly, quarterly and yearly basis.

### **Account Development**

To maintain and grow accounts by being proactive and giving excellent account management.

To build up the company reputation and market share by adding to the growing client list.

To build relationships with existing and potential customers with a view of long term dealings.

To work with the directors to develop new business from their network of contacts.

### **Management**

To ensure accounts are optimally and effectively managed.

To manage the entire sales process (from initial contact to close) for all accounts.

## **What you will bring to us:**

### **Customer Service**

Dedicated Customer Service isn't just something we promise, it's what makes us who we want to be at Ontrack360. It's ensuring our Customers have their expectations of us exceeded. Not just first time, but every time! It is responding to their requests on time and ensuring no matter how big or small the issue is, that our Customer feels they are our priority. Why? Because they are.

The successful candidate will embody excellent Customer Service skills as a fundamental basic of their core skillset. All candidates will be asked during the recruitment process to demonstrate a time when they delivered a Customer Service experience that could be described as above and beyond that which was required of the candidate.

- Minimum of 3 years' experience within the Software Application Industry or within Procurement of Compliance functions.
- Proven sales track record and self-starter.
- Experience and proved ability to work complex deals including responses to various RFP, PRI's as necessary.
- Ability to communicate with and present to technical and non-technical audiences.
- Structured sales approach i.e. Mining information for the right contacts, building rapport with key people, cross-selling multiple products to an opportunity, building confidence and trust within the customer base.
- Strong desire to give excellent customer service i.e. resolving enquiries fully, swiftly and pleasantly.
- Self-starter with outgoing personality but with an unselfish team player mentality.
- Self-motivated with a hardworking and proactive approach.
- Ability to cope under pressure and prioritise work accordingly.
- Sound business acumen and ability to understand and interact with the customer.
- Strong negotiation skills.
- Competent in Word Processing, Spreadsheet and Presentation packages.
- Compliance with Ontrack360 internal systems & procedures is essential.