

**Eircom** is driven by innovation and has a passion for the future, just like you! We are a dynamic company and are constantly looking for new ways to improve our products and service offerings.

As the incumbent fixed-line telecommunications provider, eircom has the most extensive fixed-line telecommunications network in Ireland in terms of both capacity and geographic reach. The company has over 1.2 million customers and provides a comprehensive range of advanced voice, data and internet services to the residential, business and enterprise markets. We provide and integrate a full range of communications products and services that connects Ireland to the world.

Our success is based as much on our future friendly team as the innovative internet, voice, data and wireless products and solutions we offer. We believe that you will find our high-performance culture personally fulfilling & professionally challenging. Does this sound like something you want to be a part of?

### **Position Overview:**

Reporting to the Indirect Sales Manager the Sales Channel Executive will be responsible for management of the day to day trading relationship with selected 3<sup>rd</sup> party resellers (Dealer Partners), maximising revenue and minimising costs through these channels, through partnering with Store Managers and their teams ensuring sales of Meteor products and services are maximised in their stores.

This position will be located in our offices in Heuston South Quarter.

### **Responsibilities:**

- Regularly visit all Partner's Stores and follow agreed store visit procedures.
- Maximise sales of Meteor Products and services by establishing an excellent working relationship with all Partner's Store Managers and their respective teams.
- Manage, respond and follow up on all queries from the stores, escalating to correct areas of the business where necessary.
- Where appropriate, represent the Indirect channels internally in internal eircom Group meetings.
- Implementation of agreed training program with partner accounts to include Meteor's sales strategies, both from a customer needs assessment and competitive positioning standpoint, new product introductions, POS utilization, and basic product information.
- Track and report results of sales and competitive activities to senior management.

### **Required Knowledge and Experience:**

- At least 3 years sales management, marketing and channel development experience required, preferably in the mobile technology industry.
- Good knowledge of indirect account management and support.
- In depth knowledge of the sales environment.
- Experience of managing Sales Channels.
- Demonstrated ability to meet performance targets and sales objectives..
- Demonstrated understanding of the nature and importance of sales and customer service.

**Skills:**

- Ability to successfully negotiate solutions with partners.
- Ability to influence and establish relationships with senior level executives.
- Ability to demonstrate a proactive approach with an understanding of business need across multiple dimensional lines
- Well developed analytical, problem-solving, and decision-making skills.
- Excellent oral/written communications, presentation, and interpersonal skills.
- Ability to be creative with an entrepreneurial approach

**Personal Attributes**

- Collaborative approach & attitude,
- Independent, self-starter with the ability to work independently,
- Excellent communication and interpersonal skills.

**To Apply:**

To apply for this position please send a CV to [recruit@eircom.ie](mailto:recruit@eircom.ie) and quote the job title in the subject line.