

RMI Sales Representative Job Vacancy

Universal Products Ltd is Ireland's leading independent supplier of hardware and security products to the Window and Door Industry throughout Ireland.

Due to expansion, we are recruiting an additional **Sales Representative** to our join our progressive team. Working directly with our customers in the **Repair, Maintenance and Improvement (RMI)** sector you will help us continue to achieve our purpose, which is **"to help our customers become more successful"**.

This is an exciting, challenging and rewarding opportunity where you will be working with our RMI customers throughout Ireland, delivering excellent customer experiences with creative problem solving and supplying our industry leading product ranges.

In this prime role you will get to:

- Develop and advance your sales career in the construction industry at a very exciting time of growth and demand.
- Be the company's primary contact for one of our key Industry sectors throughout the country.
- Help your customers to be successful through effective and efficient hands-on technical advice.
- Really make a difference to your customers and to their business.
- Attend weekly meetings and contribute directly to the ongoing development of our exciting business.

Requirements:

This role requires outstanding communication skills, empathy, and quick thinking. As our RMI-Sales Representative, it's imperative that you can think on your feet and provide quick and effective solutions. You will have excellent computer skills in all Microsoft applications and previous experience in a technical sales role would be an advantage.

We are looking for someone who: (Is)

- A Self-starter is hungry for success and has a proven record for closing sales.
- Has a proven ability to develop a sustainable sales pipeline with new and existing customers
- Always eager to learn and improve.
- Relishes a challenge and celebrates success.
- Looking to develop and progress their career and earnings.
- Thrives in a dynamic and collaborative environment.
- Adaptable to changes in customer needs and priorities.
- Clear and Professional with their communication, written and Oral. (Fluent spoken and written English essential)
- Excited to develop a technical sales career in the dynamic construction industry sector.
- Can ably demonstrate that they have our company values at their core,
 - Take Ownership.
 - Be professional.
 - Be a team player.
 - Have a yes can-do attitude.

If you are ambitious, have a positive attitude, have a growth focussed mindset and are someone who enjoys problem solving and helping people, then this is the Career Opportunity for you.

Please send your CV with full details of relevant career to date, experience and skills to, with email subject line 'Re: RMI Sales Job Application' to: careers@universalproducts.ie

