



**Java Republic** is currently hiring for the position of **Area Sales Manager (Dublin/Leinster)**.

As a key member of the commercial team, the successful candidate will deliver the sales agenda within the Sales Area, identifying and growing opportunities in existing and new clients, through all products and equipment. This job is both field and office based.

### **Coffee for The People by The Coffee People**

We are the premier food service partner for coffee & tea in Ireland. We make Ireland's best hand-roasted coffee – and we make it incredibly simple for our clients to serve it well to their staff, guests and customers. Our people bring unparalleled experience, knowledge and dedication to every aspect of the process. We are always willing to go further, to dig deeper and to aim higher. It's our business to help our clients' business.

#### **Our Values:**

**Passion:** We are passionate about coffee and tea. We want to deliver the best coffee and tea experience on the planet and we drive each other every day to make this happen.

**Expertise:** We strive to be the experts in the sourcing, preparation and serving of coffee and tea. We bring unparalleled experience, knowledge and dedication to every aspect of the process.

**Conscientiousness:** We work with a clear moral responsibility to treat all our staff and partner communities with respect and fair play. We are conscientious in our work too, demanding the highest standards of one and other, of our work and of our products.

**The Role:**

As a key member of the commercial team, the successful candidate will help deliver the sales agenda within the Dublin/Leinster area, identifying and growing opportunities in existing and new clients, through all products and equipment.

- To develop the growth of food service sales within existing clients using initiative in educating and up-selling to clients our entire product range;
- Identify opportunities to grow business with new clients;
- Negotiate and agree trading terms within customer and company guidelines;
- Provide accurate and timely reports of progress and developing issues;
- Build the strongest customer relationships in the industry by demonstrating competence, integrity, dependability and an excellent understanding of the customer's business;
- Developing sales performance, maintaining a proactive and efficient plan;
- Conduct regular reviews of business performance with clients;
- Monitor competitor activity. Report to colleagues and take countermeasures as appropriate;
- Monitor territory performance against targets for key marketing objectives, volume, distribution, credit control, promotional activity. Plan and execute action to correct negative variances.

**Qualifications:**

The successful candidate will be an ambitious and confident self-starter seeking to develop their career with a progressive company.

- 3 years' work experience in the Food Service Industry, to include knowledge of food service products, equipment and services;
- Full, clean drivers license is essential;
- Enthusiastic and energetic individual who can radiate a passion for building our brand;
- Excellent influencing and interpersonal skills with the ability to relate equally well to senior management as well as own team and colleagues at the company;
- Ability to perform to a high standard in a pressurised environment, demonstrating resilience, flexibility and tenacity;
- Happy to work in the market staying close to our key customers with the ability to foster excellent relationships with key personnel on the ground;
- Computer skills developed to a commercial level in Excel, Word and PowerPoint or similar, with excellent administration and organisational skills;
- Strong understanding of customer and market dynamics and requirements;

- Ability to negotiate and understand sales methodologies and processes within competitive environments;
- Committed to continuous improvement and professional and personal development;
- Proven leadership and ability to drive sales within customer base;
- Understands the financial goals and credit requirements of the business and has the ability to deliver;
- Experience in customer relations and a proven ability to build long-term relationships based on work excellence;
- Exceptional communication social, interpersonal and influencing skills;
- Ability to perform to a high standard in a pressurised environment, demonstrating resilience, flexibility and tenacity;
- Highly motivated with the ability to handle pressure and work at pace and must be brand orientated; be analytical and be able to influence;
- High energy, with an excellent work ethic with a can-do attitude and approach to work.