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Internal Sales Executive

TE Laboratories Ltd (TelLab)

TelLab is a chemistry company based in Tullow Co Carlow. It is a multi-divisional company and is active in Irish/UK and European marketplace. Operations are conducted from a new purpose built laboratory complex which includes an environmental, R&D and an oil and fuel testing laboratories. Production facilities/ laboratories also exist for the manufacturing of chemical reagents and standards.

Specialties:

Environmental analysis, Lubricating and transformer oil analysis, Laboratory chemicals and reagents.

Overview

The successful candidate will be responsible for assisting the Sales team develop and grow sales, the role is office based mainly working on the telephone and by email. The successful candidate will have keen business acumen, comfortable in selling to technical buyers (B2B) and be customer focussed /target driven.

Responsibilities:

- Updating of Salesforce CRM, Preparing Quotations and Tenders.
- Account and Sales pipeline Management – Development of existing accounts and prospecting for new accounts.
- Reporting to the Sales Director weekly on sales targets, budgets etc.

Essential skills:

- Highly organized with the ability to research and seek out new business opportunities.
- Strong initiative, problem solver, attention to detail and good time management.
- Excellent communications skills (written and oral) and presentation skills.
- Degree in a Science or Engineering background would be an advantage.
- 1-2 years' experience in B2B Sales or Internal Sales.

Applications in writing to include a full CV to Human Resources Manager hr@tellab.ie