



INSIDE SALES EXECUTIVE (FULL TIME)

ABOUT NUTRITICS

Nutritics provides nutrition management software to the Food Industry, Sports Teams, Nutrition Professionals and Educators. The platform was launched in 2013 and its user base has grown quickly. The Company now has clients in 160 countries with some of the leading global names in healthcare, elite sport, education and food services amongst its client base. It has received numerous awards along the way and is one of Ireland's fastest growing software businesses.

WHY SHOULD YOU APPLY?

Do you want to join a great team selling to the biggest brands in the world?

Are you in Inside Sales or Acquisition with a proven track of generating pipeline, highly proactive with great people and communication skills?

This is a great opportunity for junior-mid level sales person who is ambitious and looking to take their career to the next level.

RESPONSIBILITIES AND KEY ACTIVITIES

- Lead generation & pipeline development.
- Develop and create customer relationships.
- Be responsible / involved all stages of the sales cycle, from prospecting to closing.
- Provide up to date information (Fly sheets, brochures, case studies) on our product offerings.
- Maintain up to date customer data in our CRM system.
- Develop a defined pipeline.
- Generate and submit weekly / monthly pipeline report.
- Participate in sales and marketing meetings.
- Find out customer goals & help them achieve this throughout product offering.
- Qualification of leads and scheduling of product demonstrations.
- One to one and live onsite demonstrations.

CAREER PROGRESSION OPPORTUNITIES

- Recognition as a key part of the team that continues to deliver significant growth
- Opportunity to learn from working alongside an experienced management team and market leading clients around the world
- Interaction with senior management of international foodservice, elite sport and healthcare businesses

WHAT OTHER ATTRIBUTES WILL I NEED TO BE SUCCESSFUL

- We are looking for someone who has some experience in an inside sales role, with a good knowledge and understanding of technology, in particular cloud based software.
- Being a people-focused Company, it's not just about your sales. We are equally interested in you.
- Nutritics' core values are real – they are driven by our CEO and are strongly held by everyone working here. These values of Career Fulfilment, Honesty & Integrity, No Ego, Customer First, Excellence, Drive and Personal Commitment allow us to retain and develop excellent staff. We want our team to look forward to coming to work every day and this drives our culture and outlook.
- In this role, we are looking for someone that can communicate well, and can develop good relationships among the team and our clients.
- You need to be passionate about Nutritics and bring that enthusiasm to work daily. We want you to be focused on quality delivery and doing an excellent job that you can take pride in

TO BE CONSIDERED, YOU MUST HAVE

- 6 months -2 years' experience in a similar role
- Third level qualification is desirable not essential
- Fluent spoken and written English
- Proficiency with Microsoft Office
- Previous experience in nutrition is an advantage but not essential
- Ability to work on their own initiative while working alongside a supportive team
- Excellent communication skills both oral and written

OUR BENEFITS

- 24 days annual leave (33 days including Public Holidays)
- Training & Development Programmes
- Sports and Social Club (with optional local gym membership)

WORKING WITH NUTRITICS GIVES YOU;

- An excellent remuneration package
- Unparalleled opportunities to a rewarding & diverse career path
- An experienced technical peer group
- Access to on-going training & development

LOCATION & HOURS OF WORK

Nutritics offices are based on Main Street, Swords where you will be predominantly based. The office is an 8 minute drive from Dublin airport, and is well connected to Dublin City centre by the Swords Express and other bus routes. The candidate will be expected to work at least a 37.5 hour week. We operate a flexi time policy and on occasion evening work will be required to service international markets.

Ready to be part of the team? Please send your application to careers@nutritics.com.