

Job Title: Full-time Sales Executive

Location: Hybrid between Parkwest office, home and occasional client sites visits

Salary: Competitive salary and commission structure

Company: CG Business Consulting LTD

Job Type: Permanent

A Sales Executive role has become available here at CGBC. The company is fast growing, dynamic consulting firm seeking a highly driven individual to join our team on a full-time basis.

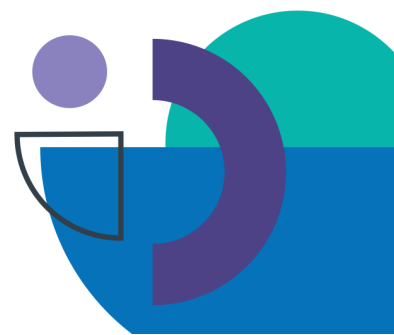
You will play a pivotal role in driving our company's growth by identifying new business opportunities, building strong client relationships, and promoting our consulting services to potential clients. You will work closely with our marketing team to generating leads, nurturing prospects, and closing deals to meet and exceed sales targets.

General Responsibilities (not limited to the below)

- Collaborate with the marketing team to develop and implement effective sales strategies and campaigns.
- Call leads generate through HubSpot on a daily basis.
- Prepare and deliver proposals, negotiate contracts, and close deals in a timely manner.
- Continuously monitor market trends, competitor activities, and industry developments to identify new business opportunities.
- Provide regular updates on sales activities, pipeline status, and performance metrics to the management team.
- Prospect and identify potential clients through networking, and other lead generation strategies.
- Conduct thorough research to understand prospective clients' needs, challenges, and objectives.
- Build and maintain strong relationships with key decision-makers and stakeholders within target organisations.
- Present CG Business Consulting's services and solutions to prospective clients through compelling sales presentations and demonstrations.

Requirements:

- Proven track record of success in B2B sales, preferably in the consulting or professional services industry.
- Strong business acumen with the ability to understand clients' business challenges and offer tailored solutions.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated and results-oriented with a proactive approach to sales.
- Ability to work independently as well as collaborate effectively within a team.





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- Proficiency in CRM software and Microsoft Office Suite.
- Willingness to travel as needed.

Benefits:

- Competitive salary and commission structure.
- Pension & Healthcare
- Opportunities for professional development and career advancement.
- Potential for flexible work arrangements.

Join CG Business Consulting and be part of a talented team dedicated to driving success for our clients and making a positive impact in the business world. Apply now to embark on an exciting career journey with us!

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