

Sales Development Executive

Job Title: Sales Development Executive

Reports to: Business Development Manager

Location: Ireland (Multiple Regions)

We are recruiting for Sales roles across several regions in Ireland.

Welcome to Seating Matters

In conjunction with our partners, Advanced Seating, we are thrilled to announce a significant opportunity to collaborate with the award-winning Seating Matters team. Seating Matters designs and manufactures clinical, therapeutic seating for patients and caregivers, distributing products across Ireland & the UK, Europe, Australia, New Zealand, Canada, and the US. Through our partnership with Advanced Seating, we are united in our commitment to the continuous improvement of our products, processes, and people. This is a fantastic chance to contribute to a dynamic, global organisation whose products are transforming lives worldwide.

The Role

To expand our Irish market presence, we have an exciting opportunity for a Sales Development Executive. The successful candidate will work independently within their assigned territory and will play a crucial role in expanding our footprint across Ireland while also collaborating with our Business Development Manager and the wider Irish Sales Team. This role involves independently building and maintaining relationships with healthcare professionals, demonstrating our products, and achieving individual sales targets. The successful candidate will contribute to the overall team performance while managing their own portfolio of clients and prospects across their region.

Criteria and Requirements

- A passion for improving patient outcomes
- Proven track record in sales, preferably in the healthcare industry
- Familiarity with the Irish healthcare system, including HSE (Health Service Executive) structures and processes
- Excellent communication and interpersonal skills
- Ability to deliver compelling product demonstrations and presentations
- Strong networking skills and ability to develop new contacts
- Understanding of Irish healthcare procurement processes
- Team player with ability to collaborate with colleagues and peers
- Self-motivated and capable of working both autonomously and as part of a team
- Responsible for meeting sales targets and contributing to pipeline development
- Ireland based with ability to travel extensively within their assigned territory
- Proficient in MS Office and CRM systems
- Customer-centric approach

Essential

- Healthcare industry experience (medical device sales experience desirable)
- Proven sales experience with demonstrable success
- Valid Irish driving license

Package

A competitive package will be available to reflect candidate experience and performance. This package includes a base salary, commission structure, and benefits.

This role will be field-based in an assigned territory with regular travel. Initial training and induction will take place at our Limavady, Northern Ireland, Global HQ.

To apply for the above role please email your CV with a short cover letter to careers@seatingmatters.com