



## Sales Agent Team Member

You're a collaborator, thrive under pressure, focus on performance, and pride yourself on coming through for the team and your customers.

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### What's the Story!

- Working for Munster's No.1 Embellishment Company and employer with competitive commission, benefits and perks.
- A Full Time or Part Time Sales Agent Position is currently available.
- Salary and Benefits will be discussed with the applicants during the interview.

### How you'll make a difference:

We seek a driven, flexible, and reliable Sales Agents that will create high quality leads and sales for our team and boost our customer base. You will present the benefits of our products and services, helping our customers understand how our products and service can enhance their everyday lives. We prefer candidates who have at least two years of sales experience and a solid history of closing sales, but we are willing to train the right person.

#### ➤ **Success on this team means:**

- Keeping customer satisfaction top of mind
- Achieving daily targets/goals with a drive for top performance
- Staying flexible and adapting to a growing, fun, and fast-paced environment
- Being committed to our Growth Mindset and the deliverability of our high-quality customer service all day every day.

#### ➤ **What you'll do:**

- Research and make contact with all potential leads.
- Establish relationships with new customers
- Maintain and grow relationships with existing customers
- Strive to improve customer satisfaction
- Determine customer needs and offer product or service solutions and support



- Deliver customised, targeted sales strategies
- Close sales and lead customer through the purchasing process
- Maintain a record of calls through our computerised system
- Create and maintain a database of prospective clients

➤ **How you'll be evaluated:**

- Productivity & Accuracy – maintaining (and striving to exceed) targeted expectations for average number of sales leads and consistently accomplishing growth and new leads.
- Teamwork – working collaboratively with your team providing real-time feedback to enhance teammates and customers' experience within Academy Crests.

**About You:**

- 2+ years of sales experience preferred with a demonstrated successful sales record
- Excellent oral and written communication skills.
- Has the ability to take initiative and work independently.
- Has exceptional organisational skills.
- Has a great personality and the confidence to create leads and customers.
- Needs good familiarity with Office 365 applications.
- You have fluent English.
- Has your own Car and Full Driving License.



- **In addition, you must share our company values - taking Ownership/accountability, and be part a team that drives and embraces Innovation.**

Please submit a letter of interest with your application and email:

**[careers@academycrests.ie](mailto:careers@academycrests.ie)**

Academy Crests Ltd is an Equal Opportunity Employer. We celebrate diversity in all forms and are committed to maintaining a discrimination-free workplace that treats applicants and employees with dignity and respect. Our employment process is conducted without regard to race, colour, religion, nationality or ethnic background, sex, pregnancy, sexual orientation, gender identity or expression, age, disability, genetic information, or other attributes.

### **About Us:**

Academy Crests has been located in Cork for the past 36+ years. It is a family-owned embroidery and printing business and has built a solid reputation for quality workmanship and friendly, on-time service throughout Munster and Ireland.

We make it our business to help every sector both private and public to develop their brand and look good with a colourful, professional appearance.

We are passionate about the success and well-being of our team and our customers. Both are counting on us to come through for them, and that's very important to us all - no matter what role they are in.

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