

Role Title	Sales Executive		
Reports to	Intrapharma Team Manager	Team/Dept	United Drug Consumer
Location	Magna Drive	Weekly Hours	37.5
Date	March 2024	Type	Full-time, Permanent
Travel	Yes, Leinster Territory	Direct reports	No

This job description sets out the scope of the role of the **Sales Executive** with the main duties of the position at the date when it was completed. It does not include or define all responsibilities or duties which the post holder may be expected to carry out. Duties may vary from time to time without changing the nature of the post or the level of responsibility. The post holder may also be required to carry out any other duties to co-operate with the general work of the organisation, as required by their line or department manager.

Overview / Purpose of the Role

We are looking for an experienced Sales Representative to join our Team to support and develop our category leading front of shop and OTC brands with new and existing retail partners in the Leinster Territory.

Key Responsibilities

- To maintain regular calls on all specified outlets in your territory in accordance with the current journey schedule.
- Improve and maintain our portfolio of brands share of space, distribution and displays within specified outlets.
- Achieve all key trade performance indicators including sales value, sales volume, product distribution, promotional execution, asset placement etc.
- Build and maintain strong relationships with new and existing customers within the territory.
- Plan/carry out/support marketing activities to agreed budgets and timescales e.g., product launches, and promotions.
- Work with our training team to ensure in store colleagues are suitably trained to maximise brand performance in their given outlet.
- Ensure retail partners are accessing our products and assets both in person and digitally thus ensuring optimum annual return from our portfolio of brands.
- Monitor and report on market and competitor activities, providing accurate and relevant reports and information.
- Communicate, liaise, and negotiate internally and externally using appropriate means to facilitate the development of profitable business and sustainable relationships.
- Attend training and to develop relevant product/category knowledge, sales techniques and skills.
- Attend annual trade exhibitions and in store events, where applicable.

Key Experience / Skills / Education

- A minimum of 3 years' experience within a FMCG sales development role
- Experience selling front of shop/OTC brands in the Pharmacy or Grocery Channels.
- Accountability for the performance of your territory and an ability to be creative in dealing with accounts.
- Ambitious, pro-active and energetic in developing new business.
- Effective time manager with ability to prioritize/multi-task.
- Full Irish Driving Licence.
- A professional manner, articulate with excellent communication and interpersonal skills.

About United Drug

United Drug is Ireland's largest pharmaceutical distribution company and was originally founded by a group of pharmacists in Ballina, Mayo in 1948. In 2022 United Drug became part of the PHOENIX group and is now part of Europe's leading healthcare provider in the sector. Employing more than 650 staff across operations in Dublin, Limerick and Mayo, we partner with more than 1,900 pharmacies, hospitals, clinics and primary care centres across Ireland. Our business spans across three business units; *United Drug Wholesale*, *United Drug Distribution* and *United Drug Consumer* – all leaders in their respective categories.

About PHX Ireland & PHOENIX Group

PHX Ireland Group is Ireland's leading fully integrated healthcare provider. We deliver health. We are comprised of United Drug, Ireland's leading pharmaceutical wholesaler and distributor; LloydsPharmacy Ireland, a major community pharmacy chain; and TCP Homecare, innovators in clinical home nursing services and direct to patient delivery solutions.

PHX Ireland Group employs over 1,800 people, operate 5 distribution centres and over 75 pharmacies, delivers over 85 million packs to Irish pharmacies and hospitals and serves 500,000 patients each year. By working together to provide these solutions, PHX Ireland can enable a sustainable healthcare system and support Irish Healthcare.

PHX Ireland is part of the PHOENIX group, Europe's leading healthcare provider. Headquartered in Mannheim, Germany, the PHOENIX group brings together more than 48,000 employees from 29 countries, includes 223 pharmaceutical distribution sites, and more than 3200 owned pharmacies and 17000 partner pharmacies. Every day, the PHOENIX group makes an important contribution to comprehensive and safe healthcare in Europe.

The PHOENIX group acquired the McKesson Ireland (now PHX Ireland Group) businesses in November 2022 when it concluded a deal to acquire parts of McKesson Europe.

To apply, please send a copy of your CV to jobs@phxireland.ie