

Emerald Truck & Van is an Iveco commercial vehicle dealership selling and maintaining a full range of new and pre-owned vans and trucks from Ballymount, Dublin while also supporting a sub dealer network throughout Ireland. Our other group business in Northern Ireland is NI Trucks Ltd. Iveco is an international leader in the development, manufacture, marketing and servicing of a vast range of light, medium and heavy commercial vehicles selling more than 150,000 vehicles each year.

We have a vacancy for an experienced Parts Manager to manage our Parts operations in Ballymount. The successful candidate will be reporting to the Trucks Group Managing Director and will be responsible for all aspects of the Parts operation.

You will be required to work in a busy and pressured environment which will be primarily field based. You will be required to increase parts sales through all available sales channels and design, implement and promote marketing campaigns in conjunction with the Marketing team. You will have the ability and experience to be able to negotiate bulk deals with both customer and manufacturer. As Parts Manager you will maintain parts margin whilst gaining volume sales by identifying and capturing new sales opportunities. Your attention to detail and desire to grow sales will be reinforced by your ability to grow and nurture business relationships both internally and externally.

You will be required to undertake the following duties:

1. Managing the day to day operation of the Parts department to ensure the achievement of key targets.
2. Ensure a supportive environment and a workplace that creates the conditions conducive to delivering excellent standards of customer service.
3. Day to day management of Parts staff to ensure that the highest levels of quality are achieved.
4. You will be required to increase parts sales through all sales channels.
5. To develop, agree and achieve Parts Departments Budgets to agreed financial targets.
6. Utilise management accounts at regular periods to monitor and control productivity and profitability of the parts department.
7. Design, implement and promote marketing campaigns.
8. Have the ability to negotiate bulk deals with both customer and manufacturer.
9. To achieve sales targets.
10. To maintain parts margin whilst gaining volume sales.
11. Identify, capture and grow new sales opportunities.

Candidates must have the following attributes:

1. To be considered for this position you must have worked in an automotive parts department within the last five years in a similar role.
2. A proven track record of sales growth is required.
3. You must be computer literate.
4. A full, valid driving licence.
5. You must have the ability to work in a busy environment.
6. Displays a high level of enthusiasm and self-motivation.
7. Have an excellent time and attendance record.

Desirable criteria:

1. Previous experience working for a car or commercial vehicle business.
2. Experience of using the Kerridge system.

3. A recognised health and safety qualification.
4. Experience of selling commercial vehicle parts or products.

Please note:

1. The above list is not exhaustive and may be subject to change. It should be noted that the duties, designation and location of the post may be subject to change to meet the changing needs of the organisation.
2. Emerald Truck & Van reserve the right to review the experience and qualifications required depending on the volume of applicants.
3. If you feel up to the challenge and have the relevant experience and ability we need please email your CV to jobs@emtv.ie with a covering letter outlining how your experience meets the needs outlined above.
4. The closing date for receipt of applications is Friday 20 June 2025.