

## **Regional Network Sales Manager**

Emerald Truck & Van Limited is a commercial vehicle dealership based in Dublin. We are the sole IVECO Importer in Ireland and we have our head office in Ballymount, South Dublin. We are supported by a network of regional partners across the country. 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 **Regional Network Sales Manager** to join our team. In this role you will be responsible for driving the strategic expansion, sales performance and coverage of our dealer network. You will be a commercially driven sales professional with a strong ability to spot and convert new business opportunities, alongside building high-performing dealer partnerships. You will provide direct support to the Sales team/Managing Director in all aspects of strategic and operational activities related to IVECO and dealer network performance including:

- Delivering regional sales targets and market share growth across the IVECO product range
- Building strong relationships with dealer network sales teams
- Managing dealer network performance in line with company objectives
- Ensuring dealers meet sales targets, standards and brand guidelines
- Identifying new business opportunities for the dealer network
- Implementing and supporting national and local sales campaigns
- Supporting the dealer network with sales planning, technical information and forecasting
- Network budget management; DMS Systems mapping, rationalisation and evolution
- CRM implementation and network training needs co-ordination
- Co-ordination on manufacturer guidelines and qualitative standards deployment
- Market intelligence, assessing market trends, competitor activity and customer needs
- Providing regular performance reports and forecasts to senior management

This role will suit someone with a background in a similar dealer network development position or in a dealer facing sales operational role working for a vehicle manufacturer. You will be able to demonstrate exceptional communication skills and have the capacity to work successfully under pressure and to tight deadlines. You will have an enthusiastic personality, an ability to converse at all levels and the drive to be a top performer. This position will ideally suit someone who has an inbuilt belief in their capabilities and an insatiable drive for success.

### **Essential criteria:**

1. You will have proven experience in selling and new business development (preferably within commercial vehicles, fleet sales or capital equipment).
2. You will have an understanding of commercial vehicle dealer operations
3. You will have a strong understanding of dealer networks and B2B sales environments
4. You will have strong relationship management skills
5. You will have analytical and financial skills, and contract negotiation experience.
6. You will be IT literate and proficient in the use of software such as Microsoft Word and Excel.
7. You will have a full valid driving licence.

### **Desirable criteria:**

1. Experience of a similar role in a target driven environment within the automotive industry.
2. Experience managing regional accounts or multiple stakeholders
3. Experience planning and delivering local sales campaigns or initiatives
4. Experience managing and improving dealer network performance against KPIs
5. Experience of CRM systems.

**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 Limited reserves 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](mailto:jobs@emtv.ie) together with a short covering letter outlining how your experience meets the needs outlined above.
4. Salary – OTE €60k per annum, depending on experience.
5. Closing date Friday 24 April 2026.