

Municipal Vehicle Sales Specialist

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 **Municipal Vehicle Sales Specialist** to join our sales team. You will be responsible for managing relationships with existing clients and for sourcing new business leads with local authorities, government bodies and key stakeholders. You will be responsible for building long term relationships, and handling the full sales cycle, including tendering, product demonstrations and final delivery.

You are likely to have a sales background from within the automotive sector and or transport industry. 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. You may already be in a different sector of the automotive or automotive linked industry and want a change of career. This position would 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 must have a good working knowledge of public procurement processes, an understanding of frameworks and contract terms (eTenders, OJEU-level tenders).
3. You will have experience of preparing and submitting tender responses and navigating complex procurement processes.
4. You will have a knowledge of environmental, social and governance (ESG) factors in fleet procurement/tender applications.
5. You will have excellent communication and interpersonal skills.
6. You will have a desire to deliver the highest levels of customer service at all times.
7. You will be IT literate and proficient in the use of software such as Microsoft Word and Excel.
8. You will have a full valid driving licence.

Desirable criteria:

1. Experience within a similar role in a target driven environment of the automotive industry.
2. Familiarity with EU procurement directives and their application in Ireland.
3. Knowledge of municipal vehicle use cases (refuse collection, street cleaning, winter maintenance, etc.)
4. Ability to interpret technical specifications and compliance requirements
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.

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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 together with a short covering letter outlining how your experience meets the needs outlined above.
4. Salary – OTE €60k depending on experience.
5. Closing date Friday 12 June 2026.