

Job Specification

SETU Carlow and Wexford

Company Details

Company Name

Jungheinrich Trucks Ltd

Contact Person

Mairead Carney

Contacts Title

HR Consultant

Phone Details

+353851872325

Email Address

mairead.carney@jungheinrich.ie

Location of Position

Cork/Munster

Company Website

<https://www.jungheinrich.ie>

Type of Company

Intralogistics Solutions

Position

Job Title

Warehouse Solutions Sales Manager

Number of Positions

1

Vacancy Type

Current Vacancy

Duties of Position

This role bridges the gap between sales and operations, ensuring that customer requirements are translated into practical, cost-effective, and scalable solutions to suit the customer needs.

Reporting to the Systems Manager, specific responsibilities include:

- Identify customer needs and develop customized warehouse and logistics solutions including identifying new customers within the market segment.
- Conduct site visits and assessments to evaluate client requirements and operational challenges.
- Prepare and present technical proposals, including cost estimates and ROI analysis.
- Drive strategic initiatives to increase profitability, margins, and long-term customer value.
- Act as the technical expert during client meetings, presentations, and negotiations.
- Translate complex technical concepts into clear, customer-friendly language.
- Build strong relationships with clients to understand their long-term logistics strategy.
- Collaborate with operations, engineering, and implementation teams to ensure solutions are feasible and deliverable.

- Track and report on sales performance metrics, providing insight and recommendations.

Applicant Required

Target Discipline

Robotic & Automation, Automation Engineering

Level of Qualification

Level 7/8

Additional Information

Operating out of Munster and the Mid West region.

Full EU driving license a necessity. Must be available to travel.

Role is support role supporting our commercial team in delivering tailored warehouse and logistics solutions to clients.

This position is ideally suited for a qualified design engineer who is interested in diversifying into a sales role to enhance their career with excellent earning and growth opportunities.

The ideal candidate will understand warehouse operations, supply chain processes, and technical solution design, combined with excellent communication and customer relationship skills.

Excellent salary and benefits package

Method of Application

Letter of application including CV

Closing Date

28/08/2026