

Career Opportunity

1. DETAILS	
	DIVISION: Sales Department
	JOB TITLE: Sales Representative-Junior (Limpopo)
	REPORTING TO: Regional Sales Manager
	COMMENCEMENT DATE: To Be Confirmed
	APPLICATION CLOSES: 24 January 2019
2. JOB SPECIFICATION	
KEY PERFORMANCE AREAS	<p>Major Responsibilities</p> <ul style="list-style-type: none"> Generating sales from new and existing businesses within the Limpopo Region: Growing his/her region by 10% year on year Introducing and growing the Select PPE brand Introducing and growing the product categories/brands within the Select PPE portfolio Research: Obtain knowledge on potential customers Identifying the needs of the customer Training at customer level Customer appointments/visitations Achieving annual and monthly budgets agreed upon Update weekly reports on daily activities Update and submit monthly reports Internal and external training to be attended Generating quotations and following up on initial orders being placed and ensuring stock is delivered and invoiced Customer Service Weekly Meetings Customer Database CRM
3. PERSON SPECIFICATION	
Qualifications	a) Matric is essential
	b) Sales & Marketing Qualification / Diploma ideally sought
	c) Occupational Health Courses would be advantageous
	d) Good references
	e) Computer Literate (MS Word, MS Excel, MS PowerPoint, etc)
Experience	a) Minimum 3 years Sales experience
	b) Some PPE experience advantageous.
	c) Solid Sales Track Record
Other Attributes	a) Must have the ability to construct sales, product and customer plans
	b) Be able to work independently and as a team
	c) Willing to work abnormal hours occasionally
	d) Good negotiation, communication, administration and presentation skills

	e) Requirement to meet deadlines and set goals
	f) Written communication and conceptualizing skills
	g) Persistence in increasing market share
	h) Must be able to overcome challenges and solve problems
	i) Think out of the box and be creative

4. REQUIREMENTS

(In line with the EMPLOYMENT EQUITY objective)

- Employment Equity Applicants would be preferred.
- Preference will also be given to people with a disability who will be able to operate within the operational requirements and in the present physical facilities available in the organization.

Please apply in writing together with your CV to:

Email: recruitment@selectppe.co.za

Internal applicants are to discuss their application with their Line Manager before applying. HR should inform the Head of Department of internal applicants. Should you not hear from us within 2-3 weeks after the closing date of this application, please consider your application unsuccessful.