



SALES REPRESENTATIVE MOZAMBIQUE SALES OPERATION

PURPOSE OF THE JOB:

To target Mozambiquan nationals working / residing in RSA within our designated geographical boundaries in order to maximise sales, optimise GP's, grow and maintain the customer base. The successful candidate may also be required to market sales for the Zimbabwean market.

MAIN DUTIES:

Grow customer base

- Identifies customers, sources and follows up leads and concludes sales by taking orders from customers in the market within designated geographical boundaries by directing and receiving customers at sales offices, cold calling and canvassing.
- Disseminate advertising and marketing media to familiarise customer with our service and sales locations.
- Communicate products and services to prospective customers individually and in small to large groups
- Understand policies and procedures pertaining to our sales code of conduct, pricing structures; order completion; customer liaison; advertising and promoting the **KAWENA** brand in the market.
- Confidently manage customer expectations, service and efficiency objections effectively in areas such as price; availability; ranges, delivery and claims

Maximize sales

- Exceed monthly and annual sales targets to achieve performance rewards;
- Maintain awareness of financial sales targets
- Develop and maintain positive relationships with customers at all levels;
- Develop and maintain positive relationships with communities and cultural societies;

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- Accountable for ensuring that a professional company image is maintained and projected at all times;
 - Develop a working knowledge of the total product range and service solutions

Optimise GP's

- Sell across the range;
- Focus on high margin products;
- Conduct sales at lowest possible cost

Administration and Expense control

- Careful and accurate recording of customer identity and purchases
- Accuracy in completion of sales administration
- Ensure weekly feedback to the Regional Manager, e.g. call reports, performance summaries, lead reports and customer requests/needs
- Maintain expenses within set guidelines and budget

Enhance service and quality guarantee

- Identify and exceed customer service expectations;
- Identify and exceed customer product requirements;

Promote positive team work

- Promote positive team work amongst peers in Sales team;
- Promote positive team work with all stores

THE PERSON:

Qualifications:

- St10 /Gr12 or equivalent
- Recommended: Post secondary school studies in the sales and marketing field
- Computer literacy essential
- Communication skills NQF level 5: Literacy and numeracy
- Valid driver's license advantage

Experience:

- Min of 2 years external sales experience in FMCG **and/or**
- Min of 3 years experience in retail industry

Characteristics:

- Young, dynamic high achiever who is modest, conscientiousness, achievement orientated with a high level of energy and drive.
- Good communication skills
- Positive attitude and persuasive manner
- Patience and confidence in dealing with customers
- Self motivated and able to work as a member of a sales team
- Enjoy networking and meeting new people
- Trustworthiness and discretion when handling customers
- A smart appearance and professional manner

Applicants must be willing to undergo a criminal and credit check. – Non South African applicants with valid work permits who meet the requirements will also be considered. This position is based in Empangeni KZN.

TO APPLY

**Contact person
Email**

Patricia Branford – HR Manager
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Closing Date – 27 November 2015

Only applicants that meet the criteria will be considered for the position.