



VACANCY: Sales Manager

Location: Bryanston

Employment Type: (12-month Contract)

Role Description: The Sales Manager will be responsible for driving Sales and Business Development for the organisation. Furthermore, the Sales Manager will implement a clearly defined Sales Strategy which meets the organizations goals and objectives. Working closely with Management, the Sales Manager will interact with each business unit to understand and promote the business unit's products and services in the market. The following list is what is required from the candidate; however, this is not an all-inclusive list of duties as the candidate will be required to perform functions outside of his or her core duties.

PRE-REQUISITES

- Must have at least a matric.
- Must be literate, read, write and speak English.
- Must be able to communicate properly in English.
- Ability to manage cross functional teams.
- In-depth knowledge of Sales process.
- Ability to meet deadlines.
- In-depth knowledge of problem solving.
- Proven negotiation skills.
- Ability to lead and facilitate constructive communication and engagement.
- Must be able to take initiative and show enthusiasm.
- Must be computer literate: MS Windows | Word | Excel | PowerPoint | CRM \ Project \ MSSQL

SALES MANAGEMENT EXPERTISE

- Developing a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Taking responsibility for the performance and development of the sales team.
- Preparing action plans by individuals as well as by the team for effective search of sales leads and prospects.
- Initiating and coordinating the development of action plans to penetrate new markets.
- Ensuring accurate and competitive pricing on all completed prospect applications, whilst striving to maintain maximum profit margin.
- Controlling expenses to meet budget guidelines.
- Adhering to all company policies, procedures and business ethics codes, and ensuring that they are communicated and implemented within the team.
- Recruiting, testing, and hiring sales representatives based on criteria agreed upon by senior management.

SOFT SKILLS

- Integrity, honesty, confidentiality and trustworthy.
- Attention to detail.
- Contribution to team success, actively participating as a member of a team to move the team towards the completion of goals.
- Ability to work to a tight deadline.
- Articulate, organized, able to cope under pressure and to perform multiple tasks.
- Work with minimum supervision.
- Willingness to learn & help others.

GENERAL CONDUCT

- High sense of personal integrity
- Honesty and openness
- Treating all people with respect and humility
- Establish strong strategic internal relationships both inside the Employer and within its customers/clients
- Maintain a large global and local network of peers and trusted relationships