

Sales Representative (Modderfontein) – (1439)

About the Role

A well-established coatings manufacturer in Modderfontein is looking for the services of a Technical Sales Representative. The Technical Sales Representative is responsible for generating and sustaining new business sales and repeat business whilst maintaining relationships with customers and ensuring customer satisfaction within a geographic area of responsibility. The Technical Sales Representative is responsible for the achievement of sales objectives within the relevant area of responsibility and works very closely with the Divisional Sales Manager.

The Technical Sales Representative represents the entire company's brand and product range. This position, however, specifically requires focus on the sale of preparation products through the independent hardware store network in Gauteng. The incumbent will, however, have access to all company products and can sell into alternate markets. The position requires energy, passion, commitment and the drive to succeed. The Technical Sales Representative is responsible for the daily sales and customer satisfaction activities in the market, ensuring that objectives are met and exceeded, and presents the company's products and solutions to prospects.

Duties and Responsibilities

- Grow the business and achieve monthly, quarterly and annual sales targets.
- Increase product penetration and sales within the retail hardware market.
- Generate new accounts and re-establish relationships with inactive customers.
- Upsell and cross-sell products to maximise revenue.
- Develop sales plans based on products, customer needs, geographic areas and sales channels.
- Build strong relationships with buyers, department heads, merchandisers and other key contacts.
- Conduct regular customer visits and provide feedback regarding stock, sales performance and operational concerns.
- Monitor merchandising, product condition, displays and point-of-sale material.
- Use seasonal promotions and marketing initiatives to maximise sales opportunities.
- Understand customer requirements and recommend suitable products and solutions.
- Prepare and implement correct customer pricing and periodic price increases.
- Maintain sales volume, product mix, selling prices and gross profit.
- Act as the main day-to-day contact between customers and the company.
- Resolve customer queries, complaints and technical issues promptly and professionally.
- Provide customers with technical advice and product knowledge.
- Maintain accurate customer and sales information on the Customer Relationship Management system.
- Submit daily call reports, sales forecasts and other required reports.
- Travel throughout Gauteng as required.
- Support promotional activities, events and product-training initiatives.
- Carry out all responsibilities with professionalism, urgency and attention to detail.

Requirements

- Proven sales ability and a strong sales track record are essential.
- Demonstrated ability to generate and close new business.
- A proactive, new-business-focused sales approach.
- Retail, hardware, coatings or related industry experience will be beneficial.
- Ability to sell within hardware, industrial and end-user environments.
- Own reliable transport.

- Preferably reside in the East Rand area, including Boksburg, Kempton Park, Germiston or Alberton.
- Fluent in Afrikaans and English.
- Strong communication, negotiation and interpersonal skills.
- Self-motivated, professional and able to work independently.
- Sales, profit and customer-service driven.

*****Salary – R14 500 + Car Allowance of R4000 + Fuel Allowance of R3678 + Communication Allowance of R400 + pension, monthly commission (typically the current sales individuals earn between R20,000 – R50,000 per month) and 6 monthly performance bonus (Negotiable, based on skills, experience and in relation to current package)**
