

CAPE TOWN BRANCH VACANT POSITION

JOB TITLE: Sales Representative

Cape Town - Epping.

Salary negotiable depending on qualifications and years of experience.

General Purpose: To achieve maximum sales profitability, growth and account penetration within an assigned territory/market segment by effectively selling the company's products and services.

Tasks and Responsibilities:

- Establish, grow and maintain business relationships with current and prospective customers requiring storage and removal services in the Western Cape
- Make telephone calls, in-person visits and presentations to existing and prospective customers with the purpose of generating business leads and new business
- Develop clear and effective written proposals/quotations.
- Assist with resolution of customer problems or complaints.
- Coordinate sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Plan and implement sales strategy to achieve agreed targets
- Provide monthly oral and written reports on customer needs, problems, interests, competitor activities, and potential for new products and services.
- Keep informed of industry trends through the reading of pertinent literature and consulting with marketing and technical service areas.
- Participates in trade shows and exhibitions as required.

Education and Experience:

- +3 years' experience in sales positions within the furniture removal industry essential.
- Possession of a sales/business related diploma or degree is an advantage.
- Valid driver's license and own vehicle is essential. Candidates without driver's license and vehicle cannot be considered for this position.

Key Competencies

- Selling skills
- Negotiation skills
- Presentation skills
- Results-orientated
- Interpersonal skills
- Time management skills
- Verbal and written communication skills (English and Afrikaans)
- Problem-solving skills (consultative sales approach).
- Computer literate

TO APPLY:

Please submit CV not exceeding 4 pages via email to:

Attention: Annie Smit

annie@mastermovers.co.za

Please note that only successful candidates will be contacted. If you have not received a response within 14days of submission, your application has not been successful.