

Time for change? We are hiring



SALES REPRESENTATIVE Eastern Cape

This position reports to: **Regional Manager**

Main Purpose: Governed by the Company's policies, procedures and guidelines established by the Company and Management; the sales team is to generate sales of CBI services and products and achieving the targeted cost/revenue ratio and to provide professional, prompt and reliable service to the existing and potential customer base.

Main Responsibilities

- Market and Promote the CBI product range to all players in the industry within his/her assigned area of responsibility. These will include but are not limited to:
 - Specifying Authorities
 - Eskom & Municipalities
 - Industry end users
 - Consulting Engineers
 - Electrical Contractors
 - Electrical Wholesalers
 - OEMS
- Conduct training and discuss product development as to ensure that all re-sellers, users and specifiers of CBI products are fully aware of the entire product range and are technically informed and kept up to date with the latest information.
- Identify potential opportunities for new markets through market research and sales leads. Participate in the development of appropriate sales strategies.
- Develop call plans based upon sales initiatives and geographic location of account; achieve account goals and implementing business/sales strategies.
- Compile and maintain a comprehensive and up to date project list for the assigned area.
- Keep management informed of market changes and trends, which may affect our business, especially with regard to our competitors. Track and report on competitive influence and market conditions in the territory and recommend actions to counteract competitive activities.
- Assist marketing in installing, updating and advertising material, campaigns, special promotions, launches etc.
- Manage customer relations with regards to customers return goods or credit and or repairs. Making sure that the customer receives appropriate feedback and that a professional customer experience is maintained at all times.
- Communicate order information to CBI Sales Admin and Customer administration to ensure timely processing of customer orders.
- Project a positive and professional image when representing the Company.
- Attend team meetings, planning and review meetings to help forecast sales and develop strategies for closing sales cycles.
- Conduct periodic post-sale customer care to answer customer questions, solve customer problems and to maintain a rapport with customers.

Minimum Requirements:

- Senior Certificate (Grade 12)
- National Diploma or Degree in Business Management/ Marketing Management (preferred)
- Valid Driver's License & be willing to travel
- At least 5 years' experience in a sales environment

Competencies

- Good communication skills
- Must be self-driven and able to work under pressure and unsupervised
- Must have a solid understanding of sales processes, ethics and dynamics

"Should you not hear from us 2 weeks after the closing date, please take it that your application has not been successful".

Should you be interested, please submit your application via email on **Jobs@cbi-electric.com** on or before **12 January 2021**.

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