



**WE ARE  
HIRING  
VACANCY**

Vacancy: BMG Ladysmith - 0636, KwaZulu Natal, South Africa

**External Sales Representative - V3692**

**Closing Date:** 31 August 2023



### Roles & Responsibilities:

- Plan approach to achieving allocated targets every quarter, using knowledge of market dynamics and understanding of clients to inform sales strategy.
- Identify opportunities to sell on to existing clients, involve the relevant internal people to secure a deal which achieves targeted returns.
- Open new accounts for BMG online for as many customers as possible.
- Entertain clients, using insight of company culture to engage positively with clients in an informal context.
- Submit proposals, within agreed time frames, presenting a professional image of the company
- Comply with order processing guidelines whilst negotiating time frames and pricing with the client.
- Follow up on the process of deliveries and collections, liaising with the relevant people and organizing whatever is required to ensure customer's requirements are met.
- Check that accounts are up to date, highlighting money outstanding as appropriate.
- Monitor That orders are processed accurately and allocated to the correct account.
- Pass credits, when required, ensuring accuracy of information reflected and appropriate authorization.
- Make sure that the required information on the CRM system is always up to date.

### Minimum Requirements:

- Grade 12
- Relevant tertiary qualification
- Minimum 5 years' sales experience
- Valid driver's license
- Product knowledge of BMG range

Should you have the necessary skill set, attach a brief CV to: [arshian@bmgworld.net](mailto:arshian@bmgworld.net) - REF: "External Sales Representative - V3692" must be quoted in subject of the e-mail.

All internal applicants are required to complete an IVAF form signed off by line manager prior to submitting application.

**Closing date for applications - 31 August 2023**

**If you have not received notification regarding your application within 2 weeks, please accept that your application was unsuccessful.**



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PART OF **EVERY** PROCESS