



# WE ARE HIRING VACANCY

Vacancy: BMG World Fluid Tech 2900: Gauteng- South Africa  
Product Specialist- V3701

Closing Date: 31 August 2023



## JOB PURPOSE

To develop and grow the sales and market share of BMG's product offering covering Hydraulic products, by engaging with the BMG branch network and customers. To offer product training to staff and customers, technical advice on new and existing installations, monitor the Hydraulics market, perform competitor analysis, identify new market and product opportunities.

## KEY PERFORMANCE INDICATORS (KPI's):

- Meet sales targets against specific product price lists in accordance with divisional strategy and set budgets.
- Stock management in accordance with company and divisional procedures.
- Maintain a regular calling schedule with BMG branch representatives to customers.
- Identify a set of key accounts to target and grow to an agreed budget.
- Identify new customers.
- Negotiate contract extensions and increase justifications.
- Joint calling with Branch staff and customers
- Follow up on open enquiries.
- Conduct regular training presentations for both BMG staff and customers.
- Develop and maintain product and marketing literature.
- Supplier promotions.
- Form and maintain relationships and regular communication with existing suppliers.
- Source new suppliers and products in line with divisional strategy.
- Supplier meetings and negotiations
- Customer surveys and troubleshooting undertaken on site.
- Product failure analysis and failure report writing.
- Product identification.

## PERSONAL REQUIREMENT CRITERIA and QUALIFICATIONS

- Matric/Grade 12
- Relevant technical qualification
- Background in applications in hydraulic systems.
- Computer literacy essential
- Min 5 years background in Fluid Technology (Hydraulics) experience.
- 5 years sales experience will be an advantage.
- Experience in supplier/customer negotiations.
- Pricing, purchasing experience.

The applicant must be familiar with the industries into which BMG trades and can demonstrate a sound understanding of the related technical aspects that are likely to be encounter within the target market.

Should you have the necessary skill set, attach a brief CV to: [arshian@bmgworld.net](mailto:arshian@bmgworld.net) - REF: V3701

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.



#BePART



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Quality Components

Technical Expertise

Superior Service

PART OF *EVERY* PROCESS