



Vacancy: ESG Exports - Johannesburg, South Africa

Sales Manager - V3674

Closing Date: 31 August 2023



Roles & Responsibilities:

- Overall management of sales team to achieve sales growth.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- To ensure daily sales and gross profit targets are achieved.
- Analysing of sales reports and analysing of GP reports and implementing corrective actions if necessary
- Controlling and processing of off-line invoices and updating register.
- Cash sales custodian / Processing payments
- Updating the product inventory / pricelists etc.
- Possessing excellent product knowledge to inform and increase sales.
- Assisting customers with queries and providing solutions quickly.
- Ensuring that each customer leaves the store satisfied.
- Following up on orders to prevent delay and frustration.
- Handling service-related issues.
- Identify and targeting new customers from and internal perspective.
- Training of internal sales staff on products, processes, and systems.
- Expanding sales footprint into greater Africa.

Technical Problem Solving

- Assessment of a problem using technical knowledge. Information is sourced, analysed, and documented.
- Recommendations clearly communicated with credibility and agreement on outcomes.

Minimum Requirements:

- At least 10 years' experience in similar field.
- Sales Representative experience.
- Customer Liaison experience.
- Computer literate, MS Office.
- Advanced technical experience on specific products.

Should you have the necessary skill set, attach a brief CV to: ginad@bmgworld.net – REF: V3674.

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 regard your application as unsuccessful.