



**WE ARE
HIRING
VACANCY**

Vacancy: BMG George 122, Western Cape, South Africa

External Sales Representative - V2092

Closing Date: 15 October 2021



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.
- Organise specific events for clients in collaboration with Marketing, obtaining budget approval from Manager.
- 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 up to date at all times.

Minimum Requirements:

- Matric
- Relevant tertiary qualification
- 3 years' sales experience
- Valid driver's license
- Product knowledge of BMG range
- People orientated

Should you have the necessary skill set, attach a brief CV to: brookek@bmgworld.net – REF: V2092

Closing date for applications – 15/10/2021

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



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Quality Components

Technical Expertise

Superior Service

PART OF *EVERY* PROCESS