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HIRING  
VACANCY**

Vacancy: BMG World, Tools and Equipment - 2802, Gauteng  
**Product Specialist T&E V2080**

**Closing Date: 15 October 2021**



**Key objectives:**

To develop and grow the sales and market share of BMG Tools and Equipment product offering by engaging with BMG branches and Customers in a defined geographical region and focused product range.

Product pillars within the product range are -

Hand Tools	Machine Tools
Lifting	Specialised cutting
Welding	Lock and lockouts
PPE	Abrasives and grinding

Expectation of position is as follows -

- Promote and develop the holistic range of Tools and Equipment product lines, directly and indirectly with existing and prospective customers.
- Branch assisted calls as well as cold calling, market research, sales, sales projections, stock forecasting and profiling.
- Technical and commercial support of the predetermined range of Tools and Equipment products.
- Manage relationships with Key Accounts and Target Customers as well as develop other Product Support people with respect to Product and Market intelligence.
- Achieve monthly and annual targets as agreed and develop, implement, and measure promotional strategies.
- Travel on an extensive basis in support of an agreed branch network allocation/area of responsibility.
- Engage with the Marketing Department in support of editorials and marketing drives.
- Assist with the design, compilation and proofing of product specific catalogues and brochures.
- Interaction with suppliers to negotiate specials, develop market strategies and evaluate sales strategies.
- Collaborate with the Training Department on the development of training material.
- Influence Price parameters for each product segment based on market intelligence and assign / adjust discounts.

**Minimum Requirements:**

- Matric / Grade 12 and relevant tertiary qualification would be advantageous.
- Min 5-10 years' sales experience in the Tools and Equipment market.
- Computer literate, MS Office.

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

Email CV's to: Rene Mohlala [renem@bmgworld.net](mailto:renem@bmgworld.net) - **"REF: Product Specialist T&E V2080"** must be quoted in subject of the e-mail.



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