



**WE ARE  
HIRING  
VACANCY**

Vacancy: BMG Light Material Handling - 2701, Gauteng  
**Regional Product Specialist - Gauteng and Mpumalanga - V2910**

**Closing Date: 30 January 2023**



**Key objectives:**

To develop and grow the sales and market share of BMG's product offering covering Light Materials Handling (**Conveyor Belts**), by engaging with the BMG branch network and customers. Offer product training to staff and customers, technical advice on new and existing installations, monitor the Light Materials Handling market, perform competitor analysis and identify new market and product opportunities. Drive sales with key accounts and national customers.

- Provide sales aid and technical advice to regions and customers.
- Environmental scanning, organisational effectiveness, competitor, and market analysis.
- Use the CRM platform to report on trends in the market.
- Regular communication of market needs to management.
- Assisting in the monitoring of deliveries, handle queries, late deliveries.
- Monitor stock levels.
- Contribute to the purchasing of specialised stock on various divisional articles.
- Ensure healthy margins by monthly review.
- A professional attitude is displayed when interacting with customers and team.
- Provide ongoing assessment and feedback of market development.

**Minimum Requirements:**

- Matric
- Technical trade or qualification in Conveyor Belts.
- Computer literate essential.
- Min 5 years Conveyor Belts and process experience.
- Sales experience will be an advantage.
- Experience in customer negotiations i.e. Trade/Contracts etc
- Negotiating experience.
- Willing to travel and stay overnight 70 % to 90 %

All internal applicants are required to complete an IVAF form signed off by line manager prior to submitting application.  
Email CV's to: Arsh Ndhlovu at [arshian@bmgworld.net](mailto:arshian@bmgworld.net) - "**Product Specialist - Electronics - V2910**" must be quoted in subject of the e-mail.

**Closing date for applications - 30 January 2023.**

**If you have not received notification regarding your application within 1 week after closing date, please accept that your application was unsuccessful.**



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Quality Components

Technical Expertise

Superior Service

PART OF **EVERY** PROCESS