WE ARE
HIRING
VACANCY

Vacancy: BMG Ladysmith - 636, KwaZulu Natal, South Africa
External Sales Representative – V3406

Closing date: 31 March 2023

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.
- Open new accounts for BMG online for as many customers as possible.
- 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 always up to date.

Minimum Requirements:

- Matric
- Relevant Sales qualification
- Minimum 5 years' experience in Sales, Engineering, Mining, Agricultural field
- Knowledge on BMG Products
- Valid driver's license

Should you have the necessary skill set, attach a brief CV to: **vacancyapplications@bmgworld.net** **– REF: V3406**

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

Closing date for applications – **31 March 2023**.

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

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