



**WE ARE  
HIRING  
VACANCY**

Vacancy: BMG World – Fluid Tech – 00012904, Johannesburg, South Africa

Fluid Tech Sales Manager – M4057

Closing Date: 29 February 2024



#### **JOB PURPOSE**

To develop and grow the sales and market share and BMG's Fluid Tech product offering covering products, repairs and/or systems, by engaging and co-ordinating with respective Engineering Teams, Sales Teams and customers. Driving Supplier Relationships, stock profiling and market pricing. Driving Sales Team by Engaging with the BMG branch network and the customer base. To ensure there is continuous reporting and driving the sales team in all regions. Identify new market and product opportunities.

#### **Roles & Responsibilities:**

- Meet sales targets against Fluid Tech product price lists in accordance with divisional strategy and set budgets.
- Stock management in accordance with company and divisional goals and procedures.
- Develop and implement strategic plans aligned to the Group strategy which support the ongoing growth, development, and sustainability of the business unit.
- Ensure Sales Team regular calling schedule with BMG branch representatives to customers.
- Identify and assign key accounts to target and grow to an agreed budget for Sales Team Externally and by region.
- Identify new customers.
- Negotiate contract extensions and increase justifications.
- Decide on price parameters and discount parameters.
- Ensure healthy margins by reviewing monthly.
- Review price surveys from product support and other sources to ensure on par with competitors.
- Services are provided according to department plan.
- A professional attitude is displayed when interacting with customers and team.
- Services are provided efficiently.
- Provide ongoing assessment and feedback of development.
- Learning achievements are acknowledged to improve staff performance and motivation.
- Team effectiveness is facilitated and assessed against standards and contingencies applied when required.
- On the job assessment and feedback occur timeously.
- Provide mentorship.

#### **Minimum Requirements:**

- Matric
- Relevant Tertiary qualification
- Computer literacy: MS Office: Advance Excel, Word an advantage
- Previous Sales Management experience essential, managing a diverse sales team, customer relationship management, understanding of B2B and B2C environment.
- Exceptional selling skills, good communication and interpersonal skills.
- Task orientated and deadline driven.
- Knowledge of policies and procedures.
- Knowledge of processes.
- Min 5 years background in Fluid Technology experience.
- Min 5 years sales experience with Managing Teams and Operational/Works/Project Experience Advantageous.
- Experience in supplier/customer negotiations.
- Pricing, purchasing experience.

Should you have the necessary skill set, attach a brief CV to: [vacancyapplications@bmgworld.net](mailto:vacancyapplications@bmgworld.net) – REF: **"Fluid Tech Sales Manager – M4057"** must be quoted in subject of the e-mail.

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

Closing date for applications – 29 February 2024

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



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