



Vacancy: ESG Exports - Johannesburg, South Africa

Internal Sales Representative - M4060

Closing Date: 28 February 2024



Scope: ESG Exports is looking for new talent! Join ESG Exports and take your career growth to the next level by exposing yourself to Macroeconomics, INCO terms and foreign currencies. Here at ESG exports we pride ourselves on customer satisfaction, which is especially important due to our customers being based in foreign countries. We are looking for a new internal sales representative to join our well experienced dynamic team. You will be taught the ropes on how to export accurately and efficiently. Not to mention the exposure to the 20+ product industries we have access to.

Key objectives and responsibilities:

- Ensure that you achieve your customer budgets monthly and yearly.
- Maintaining healthy and accurate GP's through market research and customer engagement.
- Capturing stats monthly like quote conversion rates and reason for lost sales.
- Maintaining any contracts on your customers.
- Identify and targeting new customers from an internal perspective.
- Growing your product knowledge by attending training as well as taking initiative on our online training platform.
- Ensuring high levels of communication to customers through updated and accurate lead times, quote response times and non-conformance resolutions.
- Back order follow ups to ensure DIFOT. (Deliver in full on time).
- Supporting our external sales representative with quotes and customer management.
- Building client sales and relationships through phone calls and occasional visits to SA based customers.

Minimum requirements:

- Matric.
- Computer literate.
- Kerridge ERP experience is a bonus.
- Detail orientated is a must.
- High level of communication.
- 1-2 years minimum experience in sales for an engineering consumables company.
- Must be able to multitask.
- Work well in a team, must be able to help others when needed.
- Take initiative for identifying new ideas and or solutions.

*All internal applicants are required to complete an IVAF form signed off by Line Managers with applications.
Email CV's to: mohlaled@bmgworld.net – REF: M4060 must be quoted in subject of the e-mail.*