



WE ARE HIRING VACANCY

Vacancy: BMG World Power Transmission, Gauteng 2401, South Africa
National Product Manager - M3982

Closing Date: 09 February 2024



JOB PURPOSE:

To ensure accurate and efficient management of the PT Div external functions and marketing of all Tsubaki product

Roles & Responsibilities:

- Responsible for all technical and commercial support and promotion of the complete TSUBAKI range of products.
- Co-ordination of key account action plans across the sales network.
- Management of relationships with key and target customers.
- Performing technical on-site surveys and inspections.
- Achieving annual sales targets and budgets.
- Decide on price and discount parameters and ensure healthy margins by reviewing monthly.
- Effective management of cycle strategy and implementation of promotional strategies.
- Evaluate customer service, visit key customers, and resolve problem areas.
- Monitoring current short- and long-term stock situations, supporting a fully-fledged logistical team.
- Oversee the stock management and monitor the excess and infinity stock.
- Local branch support and general office administration
- International liaison with principal supplier in terms of commercial, technical, and logistical issues.
- Responsibilities are on a national basis with approximately 120 branches. Extensive travelling is required throughout the sub-Saharan network.
- Assist the marketing department with information for national editorials, marketing, and promotional drives.
- Design and compile product specific catalogues.
- Launching of new product lines - liaise with Divisional manager and overseas supplier.
- Responsible for assisting the Training department with annual training schedule and models.
- In short, general business development, negotiating of new supply contracts, maintaining of existing clients.

Minimum Requirements:

- Matric / Grade 12
- Tertiary education will be beneficial - degree of commerce or equivalent
- 10 Years Sales industry experience - power transmission
- Customer Liaison experience
- 80% Travel
- 20% office bound

Should you have the necessary skill set, attach a brief CV to: vacancyapplications@bmgworld.net - REF: "National Product Manager- M3982" must be quoted in subject of the e-mail.

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

Closing date for applications - 09 February 2024.

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



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