



**WE ARE  
HIRING  
VACANCY**



**Vacancy: BMG 00012101 - BMG Bearing Division - South Africa**

**Product Specialist Linear Products - M4146**

**Closing Date: 15 March 2024**

**JOB PURPOSE**

To develop and grow the sales and market share of BMG's linear product offering, by engaging with the BMG branch network and customers. To offer product training to staff and customers, technical advice on new and existing installations, monitor the bearings market, perform competitor analysis and identify new market and product opportunities.

**Roles & Responsibilities:**

Investigate and respond to market demands.

- Environmental scanning, organisational effectiveness, competitor and market analysis.
- Customer needs assessed.
- Regular communication of market needs to management.

Stock availability.

- Forecast - plan short term and long-term goals
- Assisting in the monitoring of deliveries, handle queries, late deliveries
- Monitor stock levels
- International purchasing of specialised stock on various divisional articles

Pricing

- Decide on price parameters and discount parameters
- Ensure healthy margins by monthly review
- Review price surveys from product support and other sources to ensure on par with competitors

Maximise operations.

- Services are provided according to department plan
- A professional attitude is displayed when interacting with customers and team
- Services are provided efficiently

Customer/Supplier service

- Customer requirements awareness.
- Customer satisfaction levels.
- Facilitates teams' awareness of customer ratings.

Learning and growth

- 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.

Safety, health and environmental standards

- Safety and health problems are identified and reported to the safety representative for rectifying.
- Hazardous situations are reported or resolved immediately.
- Safety and health equipment is available and ready for use.
- Incidents/accidents are prevented by effective operating of equipment and machinery, and by following health and safety procedures.
- Health and safety procedures are adhered to and updated as laid down by legislation.
- The work area is safe and clean as per company policy.

**Minimum Requirements:**

- Matric/Grade 12
- Technical trade or qualification in Bearings
- Computer literate essential
- **Min 5 years' experience working in the bearings industry.**
- **Sales experience in the bearings industry is essential.**
- Experience in customer negotiations i.e. Trade/Contracts

Should you have the necessary skill set, attach a brief CV to: [vacancyapplications@bmgworld.net](mailto:vacancyapplications@bmgworld.net) - REF: **"Product Specialist Linear Products - M4146"** 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 - 28 March 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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Technical Expertise

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