



**WE ARE  
HIRING  
VACANCY**

Vacancy: BMG Branch Ops - 4011, (North West / Limpopo), South Africa

**Regional Manager - M4102**

**Closing date: 22 March 2024**



### **Roles & Responsibilities:**

- Manage region effectively by spending the required time in each territory.
- Management of relationships with Key Accounts and clients e.g. Key Opinion Leaders.
- Effective Management of cycle strategy and implementation of promotional strategies.
- Effective use and distribution of various data to achieve set targets within agreed deadlines.
  - Implementation and management of effective territory strategy for entire region.
  - Feedback effectives to marketing and action plans if required.
  - Implementation of Marketing Strategies, monitor and review.
  - Grow market share.
  - Action Budgets for Market share.
- Effective management of sales rep team through defining sales and marketing strategy into team goals.
- Oversee the planning for cycle meetings, rep meetings.
- Learning achievements are acknowledged to improve staff performance and motivation.
- Team effectiveness is facilitated and assessed against standards and contingencies applied when required.

### **Minimum Requirements:**

- Matric
- Relevant tertiary qualification
- 10 – 12 years' experience (Sales & Managerial roles)
- BMG Product knowledge
- K8 System knowledge

Should you have the necessary skill set, attach a brief CV to: [ginad@bmgworld.net](mailto:ginad@bmgworld.net) – REF: Regional Manager – M4102.

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

**Closing date for applications – 22 March 2024.**

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



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