



**WE ARE
HIRING
VACANCY**

**Vacancy: BMG Branch Ops - 4011, (KwaZulu
Natal - North), South Africa**

Regional Manager - M4104

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 – REF: Regional Manager – M4104.

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.



#BePART



@bmgworld



@BMGWorld

Quality Components

Technical Expertise

Superior Service

PART OF **EVERY** PROCESS