



Vacancy: UPG Cape Town

External Sales Representative- M3994



Roles & Responsibilities:

- Plan approach to achieving allocated targets every quarter, using knowledge of market dynamic\ and understanding of clients to inform sales strategy.
- Identify opportunities to sell on to existing clients, involve the relevant internal people to secure a deal which achieves targeted returns.
- Open new accounts for BMG online for as many customers as possible
- Entertain clients, using insight of company culture to engage positively with clients in an informal context.
- Submit proposals, within agreed time frames, presenting a professional image of the company.
- Comply with order processing guidelines whilst negotiating time frames and pricing with the client.
- Follow up on the process of deliveries and collections, liaising with the relevant people and organising whatever is required to ensure customer's requirements are met.
- Check that accounts are up to date, highlighting money outstanding as appropriate.
- Monitor that orders are processed accurately and allocated to the correct amount.
- Pass credits, when required, ensuring accuracy of information reflected and appropriate authorisation.
- Make sure that the required information on the CRM system is always up to date.

Minimum Requirements:

- Matric
- Relevant Sales qualification
- Minimum 5 years' experience in Sales, Consumables, Engineering, Mining, and Agricultural field
- Knowledge on BMG Products
- Valid driver's license

Should you have the necessary skill set, attach a brief CV to: mohlaled@bmgworld.net - Please indicate REF: M3994 on the subject line.

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

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