

Site Sales Representative – Roodepoort, Gauteng:

Introduction:

Our client, a major Building material manufacturer is looking to employ a Site Sales Representative to call on Contractors, Developers and Builders in Gauteng for our **Wood-, Insulation - and Aluminum Product range**.

The main purpose of the position is to maximize the sales opportunity within a selected channel/market - Retail, Sites and Contract, as to deliver exceptional customer service, to build profitable relationships and create confidence in the Brand.

Roles and Responsibilities:

- Achieving monthly and annual sales target as to contribute to the required turnover and profitability, for the specific area of the business, through monitoring sales targets, monitor competitive environment, minimize customer claims, and returns, accurate forecasting.
- Execute sales strategies & strategic customer strategies to achieve objectives in line with business strategy.
- Manage relationships and interaction with Key Contactors, Developers and Builders through performance tracking, customer development with **own existing network of major contractors/ developers/builders/retailers** and new clients.
- Source new business opportunities, grow market share, increase penetration and distribution.
- Educate and train Contractors and Developers on the correct application and installation of the product range.

Desired Experience and Qualifications:

- Minimum Grade 12, however a suitable Sales and Marketing qualification will be the ideal
- 3 - 5 years relevant sales and negotiation experience in **fenestration (Wood and/or Aluminum) or Insulation** within the building industry or contracting experience
- Building, Site, and architectural design skills would be advantageous
- MS Office Proficiency (Outlook, Excel, Word, PowerPoint) and Syspro
- Sound communication skills needed to liaise with external clients
- Ability to work independently as well as in a team context
- Ability to cope well under pressure
- Valid Code EB Driver's license and currently residing in the area

Package and Remuneration:

Competitive cost to company package which includes a motor vehicle, cellphone, and notebook