

JOB SPEC

SALES REPRESENTATIVE – BRITS, RUSTENBURG, MIDRAND, PRETORIA & FREE STATE

JOB TITLE	Retail Sales Rep for Gauteng and surrounding areas
LANGUAGE	Fluent in English (Able to communicate with the staff)
COMMENCEMENT DATE	ASAP
AREA	Brits, Rustenburg, Midrand, Pretoria and Free State
REPORTING TO	Regional Sales Manager

1) Qualifications and Experience:

- Tertiary or equivalent
- Minimum of 2-3 years experience

2) Job Roles :

- Need to have his/her own car
- Retail Sales experience – Benefit in Cellular Industry
- Need to be able to do Training / Merchandising in stores
- Must be able to travel out of town
- Target driven
- Great Relationship building skills
- Researching the market and related products
- Presenting the product or service in a structured professional way face to face.
- Involved with identifying new markets and business opportunities
- listening to customer requirements and presenting appropriately to make a sale;
- Maintaining and developing relationships with existing customers in person, and via telephone calls and emails;
- Arranging meetings with potential customers to prospect for new business
- Acting as a contact between a company and its existing and potential markets
- Negotiating the terms of an agreement and closing sales
- Gathering market and customer information
- negotiating on price and costs, delivery and specifications with buyers and managers
- Advising on forthcoming product developments and discussing special promotions
- Reviewing your own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' businesses and requirements;
- Making accurate, rapid cost calculations, and providing customers with quotations
- Following through with sales
- Working under pressure
- Good Relationship Skills

3) Remuneration :

R8 000,00 CTC per month and commission structure as follows:-

- 2 % commission on accelerator:-
- **Commission Structure: For Example**

The below is based on a Targeted GP of 35%	
Target Percentage	Com Percentage
0 – 75%	2%
75% - 100%	3%
100% & Higher	4%

- Petrol Card will be supplied only for business use – must make use of own Vehicle
- Business travels must be supported with a weekly logbook, failure to do so will result in you being reliable for the fuel.
- Provident Fund (after 3 month probation) part of CTC
- Medical Aid part of CTC

4) Pre-requisites - This offer is subject to:

- Clean ITC check
- Clean criminal check
- Signing of the company's confidentiality agreement
- Signing of the contract of employment
- Own vehicle in good running order and comprehensively insured for business use.
- Certification/Diplomas on the various areas of expertise are required.