

V A C A N C Y

AREA SALES MANAGER Earthmoving and Construction

*The above-mentioned position based in Boksburg has become available.
Preference will be given to suitably qualified Previously Disadvantaged Individuals.*

PURPOSE:

The position reporting to the Sales Manager is to promote, co-ordinate and manage sales and to ensure that all processes are carried out in compliance with the ELB Equipment. Ensure Sales Target requirements are met effectively and efficiently in order to maintain customer service levels. In addition, to continuously strive for improvement of methods and systems.

KEY JOB FUNCTIONS:

Leadership - Business

- Proactively contributing to own area and department target results.
- Actively and effectively contributes to Customer Service is of utmost importance, whilst striving for continuous improvement.
- Must have knowledge about ELB Equipment market, customers and competitive trends.

Leadership - Self

- Sets clear personal objectives and responsibilities, takes accountability appropriately for own area.
- Promotes a culture of Team Work and encourages learning and sharing of skills & knowledge.

Planning & Monitoring

- Primarily focused on day-to-day operations following own action plan and that of the team
- Provides reliable 'immediate' action steps for meeting short-term targets
- Reports back to management of developments

Sales / Marketing Management & Customer Relationships

- Concludes sales including, but not limited to:
 - Signed client order
 - Advise Method of payment
 - Deliver Tax invoice
 - Machine Inspection
 - Delivery of machine, with handover documentation, warranty, etc, completed and signed-off in full.
- Is able to suggest solutions within customer requirements.
- Applies selling techniques to deliver consistent sales performance.
- Generates new and updates existing client data base information

The Top Name in Earthmoving, Construction & Mining Equipment

- Communicates appropriate ELB brand / product features and benefits. Uses sales information and tools to support the selling story.
- Achieves closure on most prepared objectives.
- Effectively sustains existing business network with a strong focus on protecting company short-term interests.
- Accommodates others to maintain working relationships.
- Telesales skills

Finance

- Awareness and has basic understanding of department budgets.
- Basic overall business financial understanding.

Negotiation and Influencing

- Understands and applies basic objectives of negotiation and is able to follow a plan where appropriate.
- Applies rigid negotiation techniques to achieve results.
- Listens and understands the perspective of others, accommodates expectations and objections to maintain relationships.

QUALIFICATIONS & EXPERIENCE:

- Matriculation
- Sales/Marketing Management Degree/Diploma (preferable or in process of acquiring)
- Technical background and competence in understanding the impact on product quality & customer service.
- Negotiation skills
- Must be fluent in English and Afrikaans
- Computer Literacy

PERSONAL ATTRIBUTES:

- A high level of enthusiasm, motivation and dedication.
- Numerical ability is essential and attention to detail
- Able to work effectively under pressure
- Due to heavy equipment used during hands-on demo, person should be physically fit and strong
- A proactive and challenging personality
- Able to solve problems and be Innovative and creative.
- Sound interpersonal skills (internal and external customer liaison).
- Reliable own Transport, as there will be travelling involved

Candidates that are Interested and are Suitably qualified are encouraged to apply by forwarding a copy of their application form and supporting CV's to Athelia Hattingh in the HR, or by e-mail on or before 15 October 2021 late applications will not be considered. Related enquiries can be directed by telephone on Ext 730. If you have not had a response a week after closing date please deem your application as unsuccessful.
Issue date: 01 October 2021