



V A C A N C Y

PARTS SALES PERSON - Durban

*The above-mentioned position based in Durban and reporting to the Parts Branch Manager has become available.
Preference will be given to suitably qualified Previously Disadvantaged Individuals.*

PURPOSE:

The position reporting to the Parts Branch Manager is to co-ordinate all the parts & dispatch sales and to ensure that all processes are carried out in compliance with the ELB Equipment standards. 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, communicates and executes assigned objectives, contributing to own area and department target results.
- Actively and effectively contributes to Customer Service as 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.
- Attention to detail.
- Must be able to work under pressure.

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..

Finance

- Awareness and has basic understanding of department budgets.

Sales & Customer Relationships

- Is able to suggest solutions primarily within customer requirements area.
- Applies selling techniques to deliver consistent sales performance.

- 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 Long-term interests.
- Accommodates others to maintain working relationships.
- Telesales skills.

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 Diploma/Certificate. (preferable)
- Technical background and competence in understanding the impact on product quality & customer service. (advantage)
- Knowledge of the Industry & Earthmoving Equipment products. (preferable)
- 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.
- Knowledge of effective leadership experience.
- A proactive and challenging personality.
- Able to solve problems and be innovative and creative.
- Sound interpersonal skills (internal and external customer liaison).
- Must have own reliable transport.
- Prepared to work outside normal working hours.

*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 Hattingsh 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: 30 September 2021*