

VACANCY: SALES AND MARKETING REPRESENTATIVE

Agriflow (Pty) Ltd is looking for a Sales and Marketing Representative to drive sales and execute marketing strategies in the civils and irrigation space.

The prospective employee will work independently to gain new customers, as well as support existing customers, by identifying leads; providing training/presentations; and using innovative methods, strategies and techniques. The prospective employee must be willing to travel on a regular basis.

DUTIES AND RESPONSIBILITIES

Develop and implement suitable marketing and sales strategies in accordance with Agriflow's vision.

Market, promote and sell Agriflow products in the Cape Town region and extended territory.

Identify new business opportunities within the Agriflow supply region.

Build and maintain relationships with existing key customers as well as potential customers in the civils and irrigation market.

Attend industry related events, exhibitions and trade shows to promote Agriflow's products.

Meet/exceed sales goals.

Submit sales reports on a weekly and monthly basis.

Do product training at customers where required.

Develop and implement a fail proof logistics strategy in line with Agriflow's supply process at each stage (from quote, to delivery, to follow up).

Investigate and communicate customer complaints and extended service issues.

Communicate with other Agriflow departments to ensure a streamlined complete supply chain.

Stay in tune with competitor/supplier/customer prices and market trends.

REQUIRED CERTIFICATION AND COMPETENCIES:

REQUIRED

Minimum matric certification (Grade 12)

Valid driver's licence

Must have a minimum of 3-5 years' Sales experience

Must display an affinity for, and deep understanding of, marketing strategies

ADVANTAGEOUS:

Sales and/or Marketing degree/diploma

Experience (ideally 2+ years) within the civils and irrigation industry

Fantastic understanding and skills of Microsoft Office programs

Any related certification from accredited source

Good understanding of SANS certification and requirements for the pipe manufacturing and supply industry.

KEY SKILLS AND ATTRIBUTES REQUIRED:

Strong written and verbal communication skills

Building and maintaining relationships

Fast learning capabilities

Accountability and dependability

Ability to thrive under pressure

Strong analytical skills

Result and process orientated approach

Time management, organising and planning

High motivation levels with ability to maintain a positive attitude.

CONTACT INFORMATION

Should you feel that you are a great fit for Agriflow, please send your CV to hr@myplas.co.za.

If you have not received a response within two weeks of sending your application, you can consider it unsuccessful.

Salary is negotiable at a market related value according to skills and experience of the candidate.