

## VACANT POSITION

**Job Title: Irrigation Sales Representative for KZN & Free State region**

**Department: Irrigation**

**Reports To: General Manager Irrigation**

The following vacancy is available at Rovic Leers for KZN & Free State region.

Any person that meets the requirements and believes that they are fully capable of successfully handling the position, may apply!

Please send a complete CV to Rochelle @ rochelled@roviceleers.co.za

**Closing date for applications is 30 September 2023**

### QUALIFICATIONS & EXPERIENCE

- Relevant technical and sales qualification.
- At least 5 years' experience in the Irrigation Industry.
- Valid driver's license.
- Be able to speak and write both Afrikaans and English fluently.
- An aptitude towards customer liaison and problem solving.
- Strategic thinking ability is crucial to the position.
- A positive outlook on life and high levels of energy are required.
- The internal drive to succeed, regardless of the obstacles.
- Business standard of computer literacy is required.

### Job Summary:

The Sales Representative is responsible for developing and executing sales strategies and tactics required to grow Rovic Leers irrigation sales in the region. He/she will be responsible for working with the Rovic Leers sales team to support the overall objectives of the company. The Sales Representative is responsible for all sales, operational and administrative functions of his/her region. This includes managing and growing new and existing customers. The Sales Representative focus will be to grow Rovic Leers irrigation sales. The Sales Representative will also manage customer problems, questions and concerns. He/she will coordinate with responsible personnel to provide timely and accurate feedback to customers and managers.

#### CAPE TOWN

Saxenburg Road, Blackheath, Cape Town  
P.O. Box 281, Kuilsrivier, 7579  
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Email: admin@roviceleers.co.za

#### JOHANNESBURG

19 Patrick Road, Jetpark, Johannesburg  
P.O. Box 148, Kempton Park, 1620  
Tel: +27 (0)11 396 6200  
Email: infojhb@roviceleers.co.za

#### PIETERMARITZBURG

18 Pentrich Road, Mason Hill, Pietermaritzburg  
P.O. Box 1245, Pietermaritzburg, 3200  
Tel: +27 (0)33 346 2727  
Email: infopmb@roviceleers.co.za

**KEY PERFORMANCE AREAS:**

- Create a strong preference for Rovic Leers irrigation products in the market.
- Develop an annual strategic plan for accomplishing the company's objectives.
- Develop programs to grow Rovic Leers market share in the region.
- Achieve set sales goals.
- Develop relationships with roll players in the region and be able to understand customer needs for products and services.
- Educate and train customers on the benefits of Rovic Leers irrigation products.
- Assist and advise customers on technical product information.
- Compile reports as requested from management.
- Manage and partake in stock take actions.
- Keep up to date with product knowledge and other training requirements as prescribed by management.
- Conduct ad hoc tasks as requested by management.