

# Sales Representative – Hospitality Industry

<b>Remuneration:</b>	R15000 - R15000 per month basic plus commission
<b>Benefits:</b>	Travel allowance - Cell phone and Laptop provided
<b>Location:</b>	Edenvale
<b>Education level:</b>	Diploma
<b>Job level:</b>	Junior
<b>Own transport required:</b>	Yes
<b>Travel requirement:</b>	Often
<b>Job policy:</b>	Employment Equity position
<b>Type:</b>	Permanent
<b>Reference:</b>	#CSC2642024

## Introduction:

Our client is a well-established manufacturing company who prides themselves on their uncompromising quality and expert service to the local Hospitality Industry. They have an exciting position available for a dynamic sales representative with sales experience in the Hospitality Industry. The position is based at their Head Office in Edenvale and reports to the national sales manager.

## Responsibilities and duties include but not limited to:

- Call on hotels in the Gauteng area.
- Understanding company product range and brand.
- Build and sustain long-lasting relationships with existing clients.
- Build relationships with hotel rooms division buyers and discuss clients requirements.
- Work closely with the housekeeping staff to ensure accurate bed measurement are done.
- Call on prospective new clients - follow up on leads and offer a full customer service.
- Draw up proposals, quotes, contracts, budgets and present to clients, negotiate terms of agreement.
- Achieve agreed-upon monthly sales target.
- Plan call cycle to ensure cost effectiveness.
- Submit Sales report timeously.
- Communicate date of delivery to client – this should be based on discussion with our production team and in line with production turnaround time and delivery schedule.
- At all times conduct yourself in a professional manner.

## Experience, skills and qualification required:

- Three year proven sales experience in the Hospitality industry.
- Knowledge of how hotel structure works would be advantageous.
- Product knowledge would be an advantage – but training will be provided.
- Must be proficient in MS Office packages.
- Excellent communication skills - verbal, written and telephonic.
- Excellent negotiation skills.
- Good numerical competence.
- Excellent Customer Service skills.

- Attention to Detail.
- Good Time Management skills - ability to manage own time - plan, prioritise work to complete efficiently and effectively.
- Ability to work independently and in a team.
- Must be able to travel in Gauteng area.
- Must have a Valid driver's licence and reliable own vehicle.
- Matric - a must.
- Qualification in Sales and/or Hospitality would be an advantage.
- Presentable and well groomed.
- Good work ethic.
- Resilient, enthusiastic and result-driven.

Posted on 29 Apr 12:03, Closing date 28 Jun

### **Apply by email**

Charmaine Small  
[info@csmallconsulting.co.za](mailto:info@csmallconsulting.co.za)

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