

Sales Representative and Accounts Manager - Print Industry

Remuneration:	R12000 - R15000 per month basic plus commission
Benefits:	Benefits
Location:	Johannesburg, Randburg
Education level:	Diploma
Job level:	Junior
Own transport required:	Yes
Travel requirement:	Often
Job policy:	Employment Equity position
Type:	Permanent
Reference:	#CSC17324
Company:	C Small Consulting

Job description

Our client is a well-established Printing company specialising in outdoor and indoor screen and digital advertising solutions. They provide printed brand activation services to corporates and small businesses. They have an exciting opportunity available for a Sales Representative and Accounts Manager who must have Sales experience in the Print Industry - selling of screen, digital print and/or signage products. The company is based in Randburg.

Responsibilities and duties include but are not limited to:

- Compiling of prospective customer lists for use of sales leads by using various sales techniques
- Quotes prices, credit term and prepares sales contracts for orders obtained
- Prepares reports of business transactions and keeps expense accounts
- Communications date of delivery, based on discussion with production team of own company's own production turnaround time and delivery schedule.
- Travels throughout assigned territory to call on regular and prospective customers to secure orders
- Present presentations of company's products and services to customers
- Attend to customer concerns that are routine and refer more complex sales and technical problems to company management
- Review trade literature for new developments and products in the field
- Presenting sales proposals to potential customers
- Evaluating customer needs
- Educating customers on products and services
- Identifying opportunities to improve sales performance
- Monitoring competitor activities
- Maintain good relationships with customers
- Conduct market and industry research
- Negotiating with existing and potential customers

Experience, skills and qualification required:

- **Minimum of three years in sales in the printing industry - a Must**
- Experience in sales in advertising and signage would be advantageous
- Must be proficient in MS Office packages
- Excellent Verbal and Written communication skills
- Excellent Negotiation skills
- Excellent numerical competence
- Excellent Customer Service skills
- Highly developed Attention to Detail
- Excellent Organisation skills
- Strong Problem solving skills
- Ability to work Independently and in a Team
- Must be able to travel
- Must have a Valid driver's licence and reliable own vehicle
- Matric
- Qualification in Sales and/or Printing would be an advantage

Attributes:

- Strong bubbly personality
- Well-groomed individual
- Can communicate on all levels
- A go getter

Posted on 18 Mar 08:58, Closing date 16 May

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Charmaine Small
info@csmallconsulting.co.za

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