



Sales Representative

Job Title: Sales Representative	Department: Marketing
Reports To: CEO	Location: Ballito

Looking for a Sales Representative responsible for all sales activities in assigned accounts or regions. Manage quality and consistency of product and service

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Promote, Present and sell company products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales contracts.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Prepare paperwork to activate and maintain contract services.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to close sales.
- Develop and implement special sales activities
- Other duties as assigned.

ADDITIONAL RESPONSIBILITIES

- Participate in marketing events such as seminars, trade shows, and telemarketing events.
- Coordinate shipping schedules and delivery of merchandise and services.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Proficient in English.
- Must be computer literate.
- Must pay attention to detail.
- Ability to persuade and influence others.
- Ability to develop and deliver presentations.
- Ability to create, compose, and edit written materials.
- Strong interpersonal and communication skills.
- Knowledge of advertising and sales promotion techniques.

- Professional appearance and providing a positive company image to the public.
- Work requires willingness to work a flexible schedule and occasional overnight travel.

EDUCATION, CERTIFICATIONS AND EXPERIENCE

- Must have grade 12.
- Minimum 3 years' relevant work experience.

Please submit your resumes to jobs@mangwanani.co.za

To learn more about Mangwanani African Spa—and the extraordinary opportunities that exist, please visit www.mangwanani.co.za