

## VACANCY

### **ACCOUNT EXECUTIVE TRIUMPH PACKAGING – JOHANNESBURG**

#### **CORE PURPOSE OF THE JOB:**

To achieve and exceed targets/budgets aimed at growing Sales and profits of the Business Unit and organisation through the development of business partnerships, which provide a total communication solution to the client.

#### **KEY PERFORMANCE AREAS:**

- Formulation and implementation of account development plans
- Negotiates and solves account profitability issues proactively with a focus on opportunities to drive the print business and maximise profitability exposure to the Group
- Prepare and present plan to achieve product objectives
- Meet and exceed Financial Sales Budget
- Cross-selling of new and established products across product range within existing active accounts
- Ensure customer & business retention
- Track and report on key sales indicators

#### **QUALIFICATIONS / EXPERIENCE:**

- Matric + relevant tertiary qualification with a minimum of 3-5 years knowledge and experience in account management
- Knowledge of printing process, plant capability and machine specifications
- Must have the ability to understand and communicate general concepts of client building, economics and analytical processes

#### **BEHAVIOURS & ATTRIBUTES:**

- Proven capability to build and nurture long term client relationships
- Proven ability to meet and exceed targets
- A consultative sales ability in a solutions based environment
- Good business acumen
- Excellent interpersonal and relationship-building skills

The advert has minimum requirements listed.

Management reserves the right to use additional / relevant information as criteria [careers@hirtandcartergroup.co.za](mailto:careers@hirtandcartergroup.co.za)  
**Closing date for applications is Thursday 20<sup>th</sup> September 2018**