

## VACANCY

### **HEAD OFFICE ACCOUNT MANAGER 185 SOLUTIONS – DURBAN**

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

To develop new business opportunities, within clients National Marketing & Promotions Departments, as well as Group Divisions.

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

- Develop a sales strategy for existing and potential new business opportunities
- Achieves and exceeds clients head office sales budgets
- Ensure that all revenue areas are serviced and managed effectively
- Relationship building within existing accounts and new business
- Mentors, builds and maintains an effective sales team
- Tracks and reports on key sales indicators and value drivers
- Improve the management of WIP to ensure jobs are closed and invoiced timeously

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

- Matric + Degree or diploma equivalent in Sales & Marketing
- Minimum of 3 – 5 years sales experience
- Proven track record of effective management of sales team, meeting and increasing sales budgets

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

- Strong communication, inter-personal, leadership skills
- A keen understanding of people, management processes, and customers' needs
- Must be customer focused and flexible with good relationship-building skills
- Work with multiple projects under strict deadlines

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 Friday 21<sup>st</sup> December 2018**

