

SALES MANAGER FIRST IMPRESSION LABELS – DURBAN

CORE PURPOSE OF THE JOB:

The Sales Manager will be responsible for generating sustainable growth through profitable sales by identify new prospective target markets, developing and managing the performance of the sales team through professional guidance, direction and mentoring.

KEY PERFORMANCE AREAS:

- Establishes objectives and strategies for managing the business unit's contribution to organisational objectives and assisting sales team to achieve those objectives
- Actively seeks out new and potential business within identified markets
- Prepares and presents plans to achieve budgeted sales targets and margins by producing effective sales proposals
- Increases total account revenue and profitability
- Contributes towards retention strategies by establishing long term relationships
- Tracks and reports on key sales indicators and value drivers

QUALIFICATIONS / EXPERIENCE:

- Minimum matric + relevant tertiary qualification would be advantageous with at least 6 to 8 years' experience in a similar role
- Knowledge of label printing products and related printing would be advantageous
- Sound knowledge of various applications of products within the printing industry
- Computer literate

BEHAVIOURS & ATTRIBUTES:

- Entrepreneurial mindset
- Ability to delegate and build effective teams
- Ability to handle pressure and high demands
- High level negotiation skills

The advert has minimum requirements listed.

Management reserves the right to use additional / relevant information as criteria careers@hirtandcartergroup.co.za
Closing date for applications is Monday 25th November 2019

