



Job Specification

Job title:	Department:
Independent Sales Agent	Sales and Marketing
Location:	Operational Region:
Laezonia	Gauteng Province (and beyond, as may be required)
Reports To:	
Sales Executive	
Job Summary:	
The Independent Sales Agent is responsible for selling and achieving sales targets, maintaining growth, and continuously identifying and securing new opportunities. The Agent will work closely with site operations and accounts payable.	
Job Responsibilities:	
<ul style="list-style-type: none"> • Promotes, Sells and Secures orders of all products supplied by Azagneiss. • Identify and maintain new and existing customers. • Develop weekly, monthly, and quarterly forecasts. • Achieve weekly, monthly, quarterly, and annual sales target set by management. • Account planning to existing customers • Ensure the accuracy of the sales pipeline. • Upselling and cross-selling on existing customers • Perform presentations. • Attend sales meetings to report on status of sales and identified opportunities. • Undertake personal visits and presentations to existing and prospective customers. • Presents products data when required to existing/potential customers and assists them in selecting those best suited to their needs. • Identify and respond to bid/quotation opportunities, working closely with the site manager and other support personnel. • Undertake site visits to continuously receive customer feedback and to ensure that requirements are being met. • Market products on pre-determined prices range for various products, thus empowered to quote as and when required. • Be available to handle queries, questions and concerns raised by customers and other stakeholders, and seek a resolution cost effectively and timely. • Constant communication with operations to ensure alignment on scheduled and undertaken products deliveries, and to effectively resolve any delays. • Assist accounts receivable on outstanding payment. • Work closely with industry associations, including those which Azagneiss is not a member, to identify opportunities and other associated benefits. • Identify partners to possibly collaborate with as and when required. • Compile monthly and quarterly reports. • Extensive travelling within the Gauteng Province and beyond if required. 	



- Deal with a variety of customers in the public and private sectors, including small, medium and large organisations.
- Other responsibilities to be assigned by the Manager.
- A target-oriented performance agreement will be entered into with the successful candidate.
- Assist to develop, improve, and develop sales framework that will be used by internal and external sales team.
- Sales targets set by management and will be reviewed depending on market dynamics.

Qualifications:

- Matric
- BCom/Diploma/Certification in Sales, Marketing or Similar
- Experienced and competent personnel without tertiary qualification will be considered.

Experience:

- Minimum five (5) years' experience in sales
- Sales in aggregates and related construction products will be an added advantage.
- Experience in responding to request for quotes and bids.
- Financial reporting
- Computer skills (i.e., word, excel, etc.)

Operations:

- Office base will be in Laezenia.
- Must have a valid driver's license.
- Must have a vehicle.

Desirable additional education, work experience, and personal qualities:

- Good understanding of supply chain management legislation and the implementation thereof
- Understanding of other South African government legislation (PPPFA, PFMA, Occupational Health and Safety Act, amongst others)
- Knowledge of the construction sector
- Negotiation skills
- Interpersonal skills
- Business acumen
- Managing relationships with small and emerging enterprises
- Problem solving and analytic skills.
- Communication skills, both written and verbal
- Must be able to be entrusted with confidential information.
- Trustworthy, honest, and respectful

Work Schedule:

- Minimum forty (40) hours per week
- Schedule may vary based on business demands and thus may require a combination of office hours as well as work performed after hours and/or weekends.

People under direct supervision:

- None



Applicants to Send CV's to:
hr@azagneiss.co.za
Closing Date:
24 May 2021 @ 11H00 am

Salary: To be negotiated depending on relevance and duration of experience. If you are not contacted as a short-listed candidate within 4 weeks of the closing date, please consider your application as being unsuccessful. Candidates are invited to submit a CV together with copies of certificates/driver's license (no original certificates). Applications that are received without copies of required documentation will not be considered.

Azagneiss an equal opportunities employer. We are determined that no job applicant or employee receives less favorable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race, or disability.