
Job Title: Sales Representative (FMCG & Gardening Related Products)

Available: Immediate

Salary: Market related - basic plus commission

Synopsis: Sales Representative wanted for Kirchoff's, one of the oldest horticultural & gardening companies, based in Honeydew.

Minimum requirements:

1. Matric from a recognised institution;
2. FMCG knowledge and experience essential;
3. Sales experience essential, experience in the Horticultural industry will be an advantage;
4. Fully proficient in English or Afrikaans;
5. Strong interpersonal communication skills;
6. Basic proficiency in MS Excel, MS Word and MS Outlook;
7. Good time management skills essential.

Roles & Responsibilities:

The main tasks and responsibilities for the position are:

1. Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products;
2. Answer customers' questions about products, prices, availability, or credit terms;
3. Develop strong sales and customer relationships
4. Identify prospective customers;
5. Maintain high level of repeat service to new and existing customers
6. Meet monthly and yearly sales targets as set by management

Requirements

Extensive travelling required - to service mainly Gauteng, Free State and North West areas.

Private transport essential.

Please send CV and motivation letter to recruitment@beyondconsulting.co.za. Please quote "BS 002" in the subject of the email. Only shortlisted candidates will be contacted. Closing date for applications is Friday, 21st February 2014.