

JOB SPECIFICATION

Job title: Sales Representative

Division : Machines

1. Key responsibilities

- Actively Printers, Screens and other consumables into the market by approaching prospective Businesses within South Africa. Request quotes via office ordering department.
- Sell of manufacturing machines and to canvassing for new and existing private individuals and businesses which will primarily comprise your existing contacts and other network (Referrals) as well as.
- Lead generation and follow up on all requests for quotes and solutions, ensure that orders are processed and delivered.
- Educate and inform clients of benefits of using approved brands
- Excellent knowledge of Business relationship management and Customer relationship management.
- Perform other duties as assigned by management.

2. Sell the following products and services:

- a. Printers (**Brother, Epson, Creality, Honeywell and others**)
- b. Consumables and Stationery
- c. industrial machines
- d. Lcd screens
- e. Including new products launched during the period of the contract

3. Skills:

Well-presented • Computer Literate • Honest • Confident • Well Spoken • Driven & Passionate in anything that you do • Self Motivated • Target Driven Cellular or retail experience advantageous, but not mandatory.

4. Preferred industries

ALL

5. Academic qualifications and requirements

Tertiary Qualification or studying towards (Preferably sales and marketing or other management studies)

Computer, Smart phone or Tablet is a must have

English / Afrikaans speaking and other African languages

Must have your own reliable transport and drivers licence

6. Number of years' in experience

2 years (training provided)

7. Location

All Provinces

8. Preferred Age, race and gender

All races, gender and 25 years and older

9. Earnings Structure

Commission Based

10. Other added advantages

Own transport, Laptop and smart-phone

No criminal record

11. Apply online Via Our website careers page: www.dooms.co.za

