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DrTemp[®]

Vacancy: Sales Representative Free State

Job Purpose	A sales representative interacts directly with customers throughout all sales process phases. They're responsible for identifying a customer's needs, pitching relevant products or services, promoting and selling products, providing training, and ensuring a positive customer experience from start to finish.	
Job responsibilities, duties, tasks, and deliverables		
<ol style="list-style-type: none"> 1. Manage all accounts in the public sector in a given territory. 2. Cultivate orders, identify and attain new clients, and identify gaps or possible problems in the market. 3. Contact, approach, and build good relationships with all relevant individuals in all facilities, especially Depo Managers, IPC Directors, Matrons, etc. 4. Complete coverage of territory every quarter. 5. Plan and strategize your week (Weekly Planner) 6. Report on daily events (Daily Report) 7. Strive to make appointments ahead of time to avoid wasting time. 8. Conduct training (introductory, refresher, extensive) in all facilities on all levels and submit the Training Register 9. Night Training; <ol style="list-style-type: none"> a. In the evening up to 9 pm b. Where suitable c. With the safety of driving in mind d. Important aspects of your job and development of your territory. 10. Achieve allocated sales targets. 11. Attend expos, sponsorships, conferences, etc. 		
Overall Responsibilities		
<ul style="list-style-type: none"> • Maintain customer relationship • Meeting or exceeding sales goals and targets • Generating leads • Close the sale • Understanding customer needs and requirements • Administration; Create a sales report • Adequate computer skills (Microsoft Office) • Active driver's license with good driving skills • Roadworthy vehicle 	<ul style="list-style-type: none"> • Communication with team members • Professional, clean, and neat appearance • Deliver sales presentations and product demonstrations • Interpersonal skills • Emotional intelligence • Negotiation • Merchandising • Product knowledge 	
Values		
<ul style="list-style-type: none"> • Reliable • Honest • Trustworthy • Hardworking • Team player • Active listener • Adaptable • Customer focus 	<ul style="list-style-type: none"> • Confident • Communication • Charisma • Empathy • Enthusiasm • Time Management • Resource Management • Project Management 	

<p>Applicant Requirement:</p> <ul style="list-style-type: none"> ▪ Matric Certificate ▪ CV / Resume ▪ Has a driver's license and can drive competently ▪ Has a roadworthy vehicle ▪ ID ▪ Sales Experience <p>Working location: Free State, Pretoria, South Africa</p> <p>Starting date: 06 January 2025</p>	<p>Remuneration: R15 000 – R 18 000</p> <p>Working hours: 7 am – 4 pm</p> <p>Application closing date: 30 November 2024</p> <p>For further inquiries or to respond to this application email mike@drtemp.com</p>
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