

JOB TITLE	:	Territory Manager: Western Cape (Winelands and Overberg)
DEPARTMENT	:	Sales
PURPOSE OF THE POSITION	:	Ensure sales targets within Channel in defined area are reached through efficient and cost-effective sales and promotions management. Contribute to achieving overall sales target and strategic sales management of Company.
MINIMUM SKILLS AND KNOWLEDGE REQUIRED	:	✓ Minimum of 5 years' experience within a similar role ✓ Business - & Commercial Acumen - Selling Skills! ✓ Negotiation ✓ Report Writing – MS Office proficient ✓ Leadership & People Management - Coaching ✓ Multitasking – Excellent time management ✓ Presentation Skills ✓ Brand Activation/Promotion Skills ✓ Customer Service Orientated - Customer & Consumer Centric ✓ Budget Management ✓ Networking & Relationship Building ✓ Problem Solving and Results/Target Orientated ✓ Sound knowledge of liquor trends and industry a definite advantage
BEHAVIOURAL DIMENSIONS	:	✓ Ability to lead, train and motivate team members ✓ Passion, positive and energetic attitude ✓ Excellent Sales acumen ✓ Customer orientated outlook ✓ Excellent communicator and listener ✓ Time management and planning ✓ Social skills vital for constant communication with customers
BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS	:	✓ Manage Channels and customer relationships within designated territory/area to increase sales and achieve set targets. ✓ Increase listings and continuously identify new sales opportunities and increase numeric distribution of products ✓ Monitor and track sales performance ✓ Actively manage all Route to Market partners/customers ✓ Mentor, coach, and train Field Sales Representatives to ensure that they are equipped with the skills, knowledge, and tools to perform effectively ✓ Formulate and submit weekly/monthly reports ✓ Maintain up to date sales database
CONTACT PERSON	:	Alferro Julius
DEADLINE FOR APPLICATIONS	:	07 September 2026
TO APPLY	:	Should you meet the requirements for this position, please apply by submitting your application to alferro.julius@chillbev.co.za 1) Clearly stipulate the position you are applying for in the subject line “Channel Manager: Liquor Formal: Western Cape” 2) Motivational letter (why you are suitable for the position) 3) Detailed, updated CV 4) Attach highest qualification

Correspondence will only be conducted with shortlisted candidates.

Should you not hear from us within 2 weeks, please consider your application unsuccessful.