VACANCY

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| **JOB TITLE** | : | **Field Sales Representatives: Limpopo x 5** |
| **DEPARTMENT** | : | Sales |
| **PURPOSE OF THE POSITION** | : | Drive brand/product awareness and sales of Chill Beverage products through on-site, face-to-face interaction and activation with customers and consumers. |
| **MINIMUM SKILLS AND KNOWLEDGE REQUIRED** | : | ✓ Minimum of 2 years' experience within a similar role<br>✓ Sales & Activation skills,<br>✓ Customer Service orientated,<br>✓ Negotiation skills<br>✓ Relationship building (internal and external clients)<br>✓ Computer and Report writing<br>✓ Multi – tasking and excellent time management<br>✓ Merchandising principles<br>✓ Cold calling<br>✓ Sound knowledge of liquor trends and industry a definite advantage |
| **BEHAVIOURAL DIMENSIONS** | : | ✓ Excellent Sales acumen<br>✓ Energetic and Enthusiastic to promote, sell and negotiate<br>✓ Customer service skills essential<br>✓ Ability to work under pressure and multitask<br>✓ Excellent communicator (written + verbally)<br>✓ Time management and planning<br>✓ Social skills vital for constant communication with customers |
| **BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS** | : | ✓ Manage customer base within designated area to increase sales and achieve set targets<br>✓ Direct and frequent interaction with traders and consumers.<br>✓ Ensure product visibility, availability, and affordability (RSP Management).<br>✓ Build and maintain sound relationships with customers and consumers<br>✓ Monitor and track sales performance<br>✓ Administration & Reporting<br>✓ Formulate and submit weekly/monthly reports.<br>✓ Maintain up to date customer database.<br>✓ Provide timely feedback to Channel Manager and internal customers on areas of improvement of efficiencies, competitor activities and any other trade opportunities that require speedy solutions and attention.<br>✓ Ensure effective use of CRM platform on daily basis. |
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| **CONTACT PERSON** | : | Clinton Jolobe |
| **DEADLINE FOR APPLICATIONS** | : | **15 November 2026** |
| **TO APPLY** | : | Should you meet the requirements for this position, please apply by submitting your application on our ONLINE Careers portal<br>1) Clearly stipulate the position you are applying for in the subject line **"Field Sales Representative Limpopo**<br>2) Motivational letter (why you are suitable for the position)<br>3) Detailed, updated CV<br>4) Attach highest qualification |

**Important to note:**

*Please consider your application as unsuccessful if you have not been contacted within 2 weeks.

**By applying for the position, the applicant gives permission to the Company to scrutinise and process personal information shared.