



INTERNAL VACANCY

JOB TITLE	:	Territory Sales Manager: Free State
DEPARTMENT	:	Sales
PURPOSE OF THE POSITION	:	Ensure sales targets within defined territory/area and channel 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 ✓ Knowledge of the Beverage industry a definite advantage.
BEHAVIOURAL DIMENSIONS	:	✓ Attention to detail ✓ Ability to lead, train and motivate team members ✓ Multitasking & time management - Ability to work under pressure ✓ Decision-making ✓ Conflict resolution ✓ Positive attitude, high energy, and motivational levels ✓ Persuasive ✓ Willing to work flexible hours and on weekends ✓ Dependable and great work ethic ✓ Effective communicator & listener
BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS	:	✓ Manage channel and customer relationships within designated territory/area to increase sales and achieve set targets. ✓ Increase listings and continuously identify new sales opportunities to increase numeric distribution of products. ✓ Monitor and track sales performance. ✓ Actively manage all Route to Market partners/customers. ✓ Mentor, coach, and train Buccaneers 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	:	Clinton Jolobe
CLOSING DATE	:	07 September 2026
TO APPLY	:	Should you meet the requirements for this position, please apply ONLINE at www.chillbev.co.za or place your application in the HR post box: 1) Clearly stipulate the position you are applying: “Territory Sales Manager: Free State” 2) Motivational letter (why you are suitable for the position) 3) Detailed, updated CV 4) Attach highest qualification

*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.