VACANCY

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JOB TITLE	:	**4 x Field Sales Representatives: KZN Durban**
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 ✓ Sales & Activation skills, ✓ Customer Service orientated, ✓ Negotiation skills ✓ Relationship building (internal and external clients) ✓ Computer and Report writing ✓ Multi – tasking and excellent time management ✓ Merchandising principles ✓ Cold calling ✓ Sound knowledge of liquor trends and industry a definite advantage
BEHAVIOURAL DIMENSIONS	:	✓ Excellent Sales acumen ✓ Energetic and Enthusiastic to promote, sell and negotiate ✓ Customer service skills essential ✓ Ability to work under pressure and multitask ✓ Excellent communicator (written + verbally) ✓ Time management and planning ✓ 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 ✓ Direct and frequent interaction with traders and consumers. ✓ Ensure product visibility, availability, and affordability (RSP Management). ✓ Build and maintain sound relationships with customers and consumers ✓ Monitor and track sales performance ✓ Administration & Reporting ✓ Formulate and submit weekly/monthly reports. ✓ Maintain up to date customer database. ✓ 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. ✓ Ensure effective use of CRM platform on daily basis.
CONTACT PERSON	:	Oliver Rynhoud
DEADLINE FOR APPLICATIONS	:	**15 November 2026**
TO APPLY	:	Should you meet the requirements for this position, please apply by submitting your application **ONLINE** on the Chill Beverages careers portal. 1) Clearly stipulate the position you are applying for in the subject line **"Field Sales Representative KZN Durban"** 2) Motivational letter (why you are suitable for the position) 3) Detailed, updated CV 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.