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| JOB TITLE | : | Channel Manager: Liquor Formal: Kwazulu-Natal (KZN) |
| 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 | : | <ul style="list-style-type: none"> ✓ A minimum 2-year sales experience within the On-Con trade. ✓ Business & Commercial Acumen - Selling Skills! ✓ Presentation and Negotiation skills. ✓ Report Writing – MS Office proficient. ✓ Leadership & People Management – Coaching. ✓ Multitasking – Excellent time management. ✓ 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 | : | <ul style="list-style-type: none"> ✓ 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 | : | <ul style="list-style-type: none"> ✓ Manage Channels within designated 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. ✓ Manage customer relationships within designated area. ✓ Actively manage RTM partners. ✓ Mentor, coach, and train Buccaneers to ensure that they are equipped with the skills, knowledge, and tools to perform effectively. ✓ Ensure achievement of sales targets within designated area. ✓ Formulate and submit weekly/monthly reports. ✓ Maintain up to date sales database. |
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| CONTACT PERSON | : | Oliver Rynhoud |
| DEADLINE FOR APPLICATIONS | : | 29 October 2023 |
| TO APPLY | : | <ol style="list-style-type: none"> 1. Should you meet the requirements for this position, please apply ONLINE. 2. Ensure you select the correct position you are applying for. 3. Incl. motivational letter (why you are suitable for the position) 4. Incl. updated CV (incl. contactable references and 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

