

<b>JOB TITLE</b>	:	<b>Buccaneer: Liquor Main Market: Great North (JHB, East &amp; South Rand)</b>
<b>DEPARTMENT</b>	:	Sales
<b>PURPOSE OF THE POSITION</b>	:	Drive brand/product awareness and sales of Chill Beverage products through on-site, face-to-face interaction and activation with customers and consumers.
<b>MINIMUM SKILLS AND KNOWLEDGE REQUIRED</b>	:	<ul style="list-style-type: none"> <li>✓ Minimum of 2 years' experience within a similar role</li> <li>✓ Sales &amp; Activation skills,</li> <li>✓ Customer Service orientated,</li> <li>✓ Negotiation skills</li> <li>✓ Relationship building (internal and external clients)</li> <li>✓ Computer and Report writing</li> <li>✓ Multi – tasking and excellent time management</li> <li>✓ Merchandising principles</li> <li>✓ Cold calling</li> <li>✓ Sound knowledge of liquor trends and industry a definite advantage</li> </ul>
<b>BEHAVIOURAL DIMENSIONS</b>	:	<ul style="list-style-type: none"> <li>✓ Excellent Sales acumen</li> <li>✓ Energetic and Enthusiastic to promote, sell and negotiate</li> <li>✓ Customer service skills essential</li> <li>✓ Ability to work under pressure and multitask</li> <li>✓ Excellent communicator (written + verbally)</li> <li>✓ Time management and planning</li> <li>✓ Social skills vital for constant communication with customers</li> </ul>
<b>BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS</b>	:	<ul style="list-style-type: none"> <li>✓ Manage customer base within designated area to increase sales and achieve set targets</li> <li>✓ Direct and frequent interaction with customers and consumers.</li> <li>✓ Ensure product visibility, availability, and affordability (RSP Management).</li> <li>✓ Build and maintain sound relationships with customers and consumers</li> <li>✓ Monitor and track sales performance</li> <li>✓ Administration &amp; Reporting</li> <li>✓ Formulate and submit weekly/monthly reports.</li> <li>✓ Maintain up to date customer database.</li> <li>✓ 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.</li> <li>✓ Ensure effective use of CRM platform on daily basis.</li> </ul>
<b>CONTACT PERSON</b>	:	Stephen Keen
<b>DEADLINE FOR APPLICATIONS</b>	:	<b>24 June 2022</b>
<b>TO APPLY</b>	:	<ol style="list-style-type: none"> <li>1) Should you meet the requirements for this position, please apply <b>ONLINE</b>.</li> <li>2) Ensure you select the correct position you are applying for.</li> <li>3) Incl. motivational letter (why you are suitable for the position)</li> <li>4) Incl. updated CV (incl. contactable references and highest qualification)</li> </ol>

**Important to note:**

\*Please consider your application as unsuccessful if you have not been contacted within 3 weeks.

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

