VACANCY

INTERNAL VACANCY

JOB TITLE	:	**Regional Sales Manager: Border / Kei**
DEPARTMENT	:	Sales
PURPOSE OF THE POSITION	:	The Regional Sales Manager is responsible for driving sales performance, market growth and operational excellence within a defined geographic region. The role focuses on leading sales teams, managing distributors and retail accounts, and executing company strategy to achieve revenue and market share targets.
MINIMUM SKILLS AND KNOWLEDGE REQUIRED	:	• Sales, Marketing or related qualification • 5-10+ years sales experience with at least 2-3 years in a leadership role • Knowledge of the area's customer base is preferred. • FMCG, beverage, retail or distribution experience preferred. • Proven track record of achieving sales targets • Strong commercial and financial acumen • CRM and sales analytics experience • Budget and P&L management exposure • Valid driver licence and extensive travel capability
BEHAVIOURAL DIMENSIONS	:	• Sales Performance & Target Delivery • Team Leadership & Management • Market Development & Expansion • Customer & Distributor Management • Planning & Execution • Reporting & Analysis • Negotiation & Influencing Skills • Strategic Thinking
BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS	:	• Sales Growth vs Target Market share within region • Distribution coverage and outlet penetration • Team performance and Productivity • Customer Satisfaction and retention • Execution of promotions and campaigns • Regional forecasting, budgeting and reporting • Route-to-market optimisation and business development
CONTACT PERSON	:	Andy Johnstone
DEADLINE FOR APPLICATIONS	:	**15 November 2026**
TO APPLY	:	Should you meet the requirements for this position, please apply by submitting your application **ONLINE** on our Chill Bev's career portal. 1) Clearly stipulate the position you are applying for in the subject line **"Regional Sales Manager: Border / Kei"** 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.