



INTERNAL VACANCY

JOB TITLE	:	Regional Sales Manager: JHB
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 • FMCG, beverage, retail or distribution experience preferred • Proven track record of achieving sales targets • Strong commercial and financial acumen • Budget and P&L management exposure • CRM and sales analytics experience • Presentation Skills • Valid driver licence and extensive travel capability • Sound knowledge of Beverage Industry and Industry trends a definite advantage.
BEHAVIOURAL DIMENSIONS	:	• Sales Performance & Target Delivery • Team Leadership & Management • Market Development & Expansion • Customer & Distributor Management • Planning & Execution • Reporting & Analysis • Negotiation & Influencing Skills • Strategic Thinking • Relationship building and Networking • Customer & Consumer centric outlook
BRIEF DESCRIPTION OF KEY PERFORMANCE AREAS	:	• Sales Growth vs Target Market share within region • Distribution coverage and outlet penetration • Team performance and Productivity • Own and manage customer relationships within region • Formulate strategic plans to ensure achievement of sales targets and market share growth • Execution of promotions and campaigns • Regional forecasting, budgeting and reporting • Route-to-market optimisation and business development • Mentor, Coach and train sales team • Ensure that customer orders are delivered on time and in full • Monitor, track and report on sales performance weekly/monthly
• SalesS		
CONTACT PERSON	:	Clinton Jolobe
DEADLINE FOR APPLICATIONS	:	07 September 2026
TO APPLY	:	Should you meet the requirements for this position, please apply by submitting your application ONLINE at www.chillbev.co.za . 1) Clearly stipulate the position you are applying for in the subject line “Regional Sales Manager: JHB” 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.