VACANCY

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JOB TITLE	:	**Field Sales Representatives:Southern Cape**
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	:	Justin Moore
DEADLINE FOR APPLICATIONS	:	**28 November 2026**
TO APPLY	:	Should you meet the requirements for this position, please apply by submitting your application ONLINE on our Careers Portal 1) Clearly stipulate the position you are applying for in the subject line **"Field Sales Representative: Southern Cape"** 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.