

INTERNAL/EXTERNAL JOB POSTING

JOB TITLE:	Sales Representative
PATERSEN GRADE	C3
DEPARTMENT:	Sales
LOCATION:	Western Cape x 2, Garden Route x 2
REPORTING TO:	Regional Sales Managers

PURPOSE OF THE JOB

As a Sales Representative within MTO Group, you will play an instrumental part in selling value-added products within niche market segments in order to continue achieving the Company's growth objectives including market share, revenue, profit and value extraction for all the market routes and channels within the designated product suites.

QUALIFICATIONS AND EXPERIENCE

Minimum Job Requirements:

- Grade 12 with 3-5 years of industry related experience advantageous
- Proven work experience in a selling role
- Computer literate (MSOffice, ERP) essential
- Highly motivated and target driven.
- Team player
- Excellent selling, communication, and negotiation skills
- Understand the customer.
- Resilient and passionate

The following experience is preferable:

1. The incumbent should preferably have at least 3 to 5 years' experience in Sawmilling.
2. Knowledge of applicable SABS grading specifications and product specifications

Duties and responsibilities

- Selling value added products into multiple market segments.
- Identify new potential customers and markets.
- Understand applications of products and needs of target markets.
- Liaising, quoting, and concluding pricing determinations.
- Growing channels to market and market share

This appointment will be made strictly in accordance with the Company's Employment

Equity Plan. MTO Forestry values diversity and aspires to reflect this in our workplace. If you do not

Tel: +27 21 866 1512

info@mto.co.za
www.mto.co.za

Private Bag X5024,
Stellenbosch, 7599

MTO Group | Jonkershoek Valley Road |
Jonkershoek | Stellenbosch | 7600

MTO Forestry (Pty) Ltd | Company Reg. No: 1994/006586/07

Directors: L L Xate (Chairman), G I Carrihill, H Maharaj, R Sewpersad, C M MacMurray, M J Solomon, X N Nkala (Ms), A Kapp (Mrs)
Alternates: D O Roberts | Company Secretary: C K Loydall (Mrs)

receive a response from us within 21 working days of the closing date, please be advised that your application was unsuccessful.

Please apply directly to Freya Bahcic (freya@mto.co.za) with an updated CV as well as copies of qualifications. Any enquiries regarding this position can also be directed to Freya Bahcic. Applications should be received by the close of business on **14 March 2025**

For more information about the MTO Group visit: www.mto.group

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