

MTO Group

Sales Representative – Lumber & Value-Added Products (Eastern-Cape)

POSITION OBJECTIVE

As part of an extensive growth strategy, an opportunity has arisen for Sales Representatives to join a Company that is a global leader in timber and lumber products, offering a fully integrated one-stop-shop through access to a range of high yielding, certified forest, and forestry products throughout Africa.

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.

KEY ATTRIBUTES REQUIRED:

- Grade 12 with 3-5 years 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

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

Please apply directly to Freya Swanepoel (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 Swanepoel.

Applications should be received by close of business on **08 August 2024**.

If you do not receive a response from us within 21 working days of the closing date, please be advised that your application was unsuccessful.

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

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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)