

INTERNAL/EXTERNAL JOB POSTING

JOB TITLE: Snr Sales Representative
PATERSEN GRADE: C4
DEPARTMENT: Sales
LOCATION: Retreat, Western Cape
REPORTING TO: Sales Manager

PURPOSE OF THE JOB

The successful candidate will be accountable for driving sales growth of specialized products and services within the lumber and value-added products sectors and ensuring the achievement of overall sales targets within designated areas of responsibility.

QUALIFICATIONS AND EXPERIENCE

Minimum Job Requirements:

- Grade 12 with 3-5 years' applicable experience in the Lumber sales environment.
- Planning and organizing skills
- Computer literate (MSOffice, ERP) essential
- Highly motivated and target driven.
- Team player
- Excellent selling, communication, and negotiation skills

The following experience is preferable:

1. The incumbent should preferably have at least 3 to 5 years' experience in Sawmilling and Lumber Sales.
2. Knowledge of applicable national standards and other product specifications.
3. Leading direct subordinates in a team.

Duties and responsibilities

- Achieve monthly budgeted sales targets.
- Customer Accounts Management. Act as interface between MTO and Key Customers
- Price Management – Develop and maintain approve pricing strategies.
- Planning and reporting on monthly sales plans, market trends and changes and providing effective solutions. Growing channels to market and market share
- Resource management – Ensure optimal application and utilization of sales resources within area of responsibility.

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)

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 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 **7 February 2025**.

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

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