

INTERNAL/EXTERNAL JOB POSTING

JOB TITLE: Sales Representative – Value Added Products
PATERSEN GRADE: C3
DEPARTMENT: Sales
LOCATION: Western Cape
REPORTING TO: Sales Manager

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:

Relevant experience of up to 4 years in a Sales environment with extensive knowledge of product deployment and the ability to interact with various stakeholders in the construction and building industry.

The following experience is preferable:

- Computer literacy/ Microsoft 365 / internet software and BC.
- Ability to negotiate with customers.
- Knowledge of timber products and insight into trade sales.
- Sound application of financial administration in area of responsibility.
- Proven ability to manage multiple priorities and operational processes.
- Must be able to provide relevant input in a budgeting process.
- Code EB driving license.

Duties and responsibilities

- Act as Product Owner for designated products in the MTO product range
- Conduct ongoing market analysis
- Generate leads and convert to sales orders
- Liaise with Customer Service Coordinator and Sales Representatives
- Drive the marketing effort of designated products
- Administration and Reporting

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, P Moila (Ms), R Sewpersad, M J Solomon, X N Nkala (Ms)
Alternates: D O Roberts | Acting Company Secretary: Chris Dionisio (Ms)

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 **24 February 2026**

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

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, P Moila (Ms), R Sewpersad, M J Solomon, X N Nkala (Ms)

Alternates: D O Roberts | Acting Company Secretary: Chris Dionisio (Ms)