

INTERNAL/EXTERNAL JOB POSTING

JOB TITLE: Regional Sales Manager X 2
PATERSEN GRADE: D1
DEPARTMENT: Sales
LOCATION: Western Cape x 1, Southern Cape x 1
REPORTING TO: Sales Manager

PURPOSE OF THE JOB

The successful candidate will be accountable to drive the sales efforts within a designated geographic area, ensuring the achievement of revenue targets while fostering strong relationships with customers and stakeholders. This role involves developing and implementing strategic sales plans, leading and mentoring a team of sales representatives, analyzing market trends, and identifying opportunities for growth. By effectively coordinating promotional activities and collaborating with other departments, the Regional Sales Manager aims to maximize the company's market presence and enhance customer satisfaction, ultimately contributing to the overall success of the organization.

QUALIFICATIONS AND EXPERIENCE

Minimum Job Requirements:

Diploma/Degree in Sales, Business Management or industry related field, and 5 - 7 years' applicable experience in the Lumber sales environment.

The following functional knowledge / skills are desirable:

- Interpersonal and communication skills
- Planning and organizing skills.
- MTO Policy and procedures
- Computer Literate
- Highly motivated and target driven
- Excellent selling, communication and negotiation skills
- Knowledge of products specifications
- Knowledge of applicable SABS grading specifications.

The following experience is preferable:

- The incumbent should preferably have at least 3 to 5 years' experience in Sawmilling.

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)

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.
- Act as Product Owner and Specialist for designated products in the MTO product range - Conduct detailed analysis of markets, including pricing, competition, trends, to inform decision-making and optimize sales.
- Drive the marketing effort of designated products.

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 **14 March 2025**

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

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