

Job Title:	REGIONAL SALES MANAGER
Branch:	Gauteng
Division	Packaging Inks
<b>JOB PURPOSE:</b>	
To facilitate strategic development, produce second line growth, motivate the team and drive achievement of Sales Targets, support new business & application development.	
<b>MAJOR RESPONSIBILITIES:</b>	
<ul style="list-style-type: none"> <li>• Ensure Team develops strategic thinking and produce &amp; grow second line for growth.</li> <li>• Work closely with Technical / Application for New business &amp; application development along with Technical resolution of customer queries &amp; complaints.</li> <li>• Dealer Management</li> <li>• Keep watch &amp; update on Key Market conditions &amp; competition Activity - "Changes &amp; Challenges in the Market".</li> <li>• Work closely with Accounts for Account re-conciliation / confirmations / Maintain &amp; work to reduce DSO.</li> <li>• Motivate the team to towards "Value Selling" &amp; develop the ability to stretch.</li> <li>• Maintain Confidentiality of Sensitive Information</li> <li>• Conduct Business &amp; ensure that team works keeping in line with Flint code of ethics &amp; Policies.</li> <li>• Must manage the sales and marketing mix to ensure value capture for Flint Group.</li> <li>• Ability to manage a team of 4 – 5 people.</li> <li>• Responsible for the growth in the Region to scale business.</li> </ul>	
<b>SPECIALIST REQUIREMENTS (Skills, Experience, Training)</b>	
<ul style="list-style-type: none"> <li>• Grade 12 with a Degree in Sales &amp; Marketing or related field / equivalent,</li> <li>• 10 years or more experience in Sales &amp; Marketing</li> <li>• Comfortable and experienced with multiple databases and Ms Excel skills</li> <li>• Experience of working in a fast paced work environment.</li> <li>• Good team player but able to work under own initiative</li> <li>• Ability to work to deadlines and to work independently</li> </ul>	
Interested applicants are invited to apply in writing to:-	
Email address:	<a href="mailto:Nafeesa.shaik@flintgrp.com">Nafeesa.shaik@flintgrp.com</a>
<b><u>PLEASE ENCLOSE YOUR DETAILED CV WHEN MAKING AN APPLICATION</u></b>	
<b>Closing Date:</b>	<b>30 October 2024</b>
A short list of suitable candidates will be drawn up within 5 days after the closing date. The shortlisted candidates will be contacted to confirm interview dates and times. If you haven't heard from us 14 days after closing date, you may assume that your application was not successful.	
Flint Group Packaging Inks South Africa is an equal opportunity employer	