



INTERNAL ADVERTISEMENT VACANCY

Sales Relationship Consultant (Johannesburg)

The above vacancy exists within the Sales Department and reports to the Regional Sales Manager. The purpose is to grow revenue through new business licensing of music users in designated areas. The ideal candidate will be someone who has successfully completed Matric and has 3 - 5 years external sales experience.

Key Performance areas:

- Signed license agreements
- Inspections
- General leads
- Collection of application forms

Minimum requirements:

- Knowledge and experience of sales techniques (influencing, negotiating and prospecting)
- Code 08 driver's license with the ability to drive a manual vehicle
- Candidate must reside in Gauteng and be familiar with the South and West areas of Johannesburg
- Excellent interpersonal communication and presentation skills
- Good computer skills, including word processing and spreadsheet packages
- High level of numeracy
- Candidate must be prepared to undertake country trips
- Good written and verbal communication skills
- Accuracy and attention to detail is an essential requirement

Core Competencies:

- Administrative
- Decision making
- Goal setting ability
- Listening skills
- Organising ability
- Persuasiveness
- Planning ability
- Problem solving ability