



Sales Representative (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:

- Sales Revenue.
- Signed License Agreements.
- Customer Relationships.
- Query Resolution.
- Prospect Origination.
- Licensee Status Upgrades: PINS, LINS, LINF
- Account Payment.

Minimum requirements:

- Knowledge and experience of sales techniques (Influencing, negotiating, prospecting).
- Code 08 Driver's License with ability to drive a manual vehicle.
- Candidate must reside in Johannesburg and be familiar with Gauteng and surrounding areas.
- Excellent interpersonal communication and presentation skills.
- High level of numeracy.
- Candidate must be prepared to undertake country trips.
- Must have appropriate language skills.
- Competent PC and keyboard 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.

If you are confident that you have the necessary experience to perform the above duties with the ability to handle pressure, please forward your CV in confidence to cv@samro.org.za