



Crystal Direct Sales Representative (Strand, Western Cape)

We are expanding our sales team and are looking for a sales representative based in Strand or surrounding area. If you have previous HORECA and/or winery sales experience, looking for a challenge in this dynamic industry, a drive and passion in sales, customer satisfaction, target orientated, and can close deals, you could be the one we are looking for.

Job Requirements:

- Matric, relevant tertiary education advantageous
- Minimum 3 years sales experience in HORECA and/or Winery sales experience
- Proven sales track record
- Positive attitude, professional and dedicated
- Customer service oriented
- Excellent verbal and written communication skills
- Problem solving skills
- Fluent in English and Afrikaans (written and verbal)
- Good numeric skill
- Good computer skills (MS Outlook, MS Word, MS Excel, MS PowerPoint)
- Software: IQ Retail Enterprise experience is advantageous
- Valid driver's license, own car essential

Duties:

- Reporting to the Sales Manager
- Provide weekly sales report to Management
- Provide any market information to Management
- Phoning and setting up appointments with existing and new clients
- Continually looking for new markets and acquire new clients in all methods
- Establish, develop and maintain positive business and customer relationships
- Follow up on enquiries and quotations to close deals
- Achieve agreed upon sales targets
- Analyse the market potential and provide viable sales plans to Management
- Feedback information/report required to Management in the agreed upon time

Package:

- Permanent position
- Fuel allowance
- Company laptop
- Company cellphone
- Basic salary with commission

Email your CV, self-portrait and salary expectation to cv@crystaldirect.co.za, should you not receive any feedback after 3 weeks, consider the application is unsuccessful.