

Sales Representative – Hospitality Industry

Remuneration:	R15000 - R15000 per month basic plus commission
Benefits:	Travel allowance - Cell phone and Laptop provided
Location:	Edenvale
Education level:	Diploma
Job level:	Junior
Own transport required:	Yes
Travel requirement:	Often
Job policy:	Employment Equity position
Type:	Permanent
Reference:	#CSC2642024

Introduction:

Our client is a well-established manufacturing company who prides themselves on their uncompromising quality and expert service to the local Hospitality Industry. They have an exciting position available for a dynamic sales representative with sales experience in the Hospitality Industry. The position is based at their Head Office in Edenvale and reports to the national sales manager.

Responsibilities and duties include but not limited to:

- Call on hotels in the Gauteng area.
- Understanding company product range and brand.
- Build and sustain long-lasting relationships with existing clients.
- Build relationships with hotel rooms division buyers and discuss clients requirements.
- Work closely with the housekeeping staff to ensure accurate bed measurement are done.
- Call on prospective new clients - follow up on leads and offer a full customer service.
- Draw up proposals, quotes, contracts, budgets and present to clients, negotiate terms of agreement.
- Achieve agreed-upon monthly sales target.
- Plan call cycle to ensure cost effectiveness.
- Submit Sales report timeously.
- Communicate date of delivery to client – this should be based on discussion with our production team and in line with production turnaround time and delivery schedule.
- At all times conduct yourself in a professional manner.

Experience, skills and qualification required:

- Three year proven sales experience in the Hospitality industry.
- Knowledge of how hotel structure works would be advantageous.
- Product knowledge would be an advantage – but training will be provided.
- Must be proficient in MS Office packages.
- Excellent communication skills - verbal, written and telephonic.
- Excellent negotiation skills.
- Good numerical competence.
- Excellent Customer Service skills.

- Attention to Detail.
- Good Time Management skills - ability to manage own time - plan, prioritise work to complete efficiently and effectively.
- Ability to work independently and in a team.
- Must be able to travel in Gauteng area.
- Must have a Valid driver's licence and reliable own vehicle.
- Matric - a must.
- Qualification in Sales and/or Hospitality would be an advantage.
- Presentable and well groomed.
- Good work ethic.
- Resilient, enthusiastic and result-driven.

Posted on 29 Apr 12:03, Closing date 28 Jun

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