

Area Sales Manager Northern Cape

Your tasks

Area Profiling - Identify, and thereafter monitor, total number of customers / dealers and "points of purchase" within designated Area , Establish footprint & Share of business by channel, Evaluate total number of tyres sold in area by Volume & Segment.

Prospecting and Selection of new business - Identification of white spots, select prospects, maintain prospects list, within the categories ABCD.

Dealer Assessment - Define each dealers business - Conduct SWOT analysis.

Compose Value Proposition - Compose Value proposition with reference to following elements.

Contracting and Negotiating - Agree on cycle of visits, key objectives, volume commitment & share of account targets.

Credit Account Management

Execute and Track Business development

Confirm value proposition - Compile a tracking report

Your profile

BCom/ND Business Administration or Finance Related with 2 to 5 years sales,

Marketing & Technical experience

Our offer

Medimed Medical Aid - with 2 options to choose from with the Company subsidizing 50% of the cost

Provident Fund - 2 options to choose from with the Company contributing an additional 10.5% towards it.

Tyre Purchase discount for up to 8 tyres a year

Long service awards payments from 10 years of loyal service

Study Assistance and Bursaries

13th cheque

Annual incentive

Company car/fuel/cell phone/ laptop



Job ID
REF53634T

Location
Gqeberha

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tyre South Africa Ltd.

Ready to drive with Continental? Take the first step and fill in the online application.

About us

At Continental, each of us take personal ownership for creating an inclusive culture. Our behaviours and personal contribution drive a culture of connectedness and we encourage an environment in which our people share their perspectives courageously to drive operational excellence. With us, everyone has an equal opportunity to grow, develop and live into their professional potential. Come and work for us and let your ideas shape the future!