

Area Sales Manager based in KZN

Your tasks

Mission/ Purpose:

To represent CTSA in Gauteng, with regards to all sales activities. Building and maintaining a relationship with allocated customers as well as new potential customers. Actively seek to grow CTSA's SoP in your designated area whilst maintaining the company values. Execute the inline with the sales strategy and Channel directive.

Main Task Areas:

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

2 to 5 years sales, marketing & technical experience

Understanding of sales, forecasts and logistics processes

2 years project team coordination experience

Our offer

Medimed Medical Aid - with 3 options to choose from. The Company subsidises 50% of the cost

Provident Fund - 2 options to choose from with the Company



Job ID

REF68582M

Field of work

Marketing and Sales

Location

Durban

Leadership level

Leading Self

Job flexibility

Hybrid Job

Legal Entity

Continental Tyre South Africa Ltd.

contributing 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

Performance Bonus

Company cell phone/ laptop

Flexible working arrangements

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!