



BEKA Schröder

Experts in lightability™

Sales Representative – Exports Branch

The Area

Schröder is a leader in outdoor lighting world-wide whose mission is to provide cost-effective lighting solutions for safe, comfortable and sustainable environments. The Sales Representative position will form part of the Exports Branch, based at Head Office in Olifantsfontein.

Description of the function

The Sales Representative position is responsible for achieving sales targets and representing the company's brand in a professional manner.

Content of the mission

- The service of the existing client base and the development of new markets for all BEKA marketed products in Africa
- Ability to operate on their own in African business environment
- A self-starter that will service existing client base and grow business in the target regions
- Generating sales and converting them into orders
- Maintaining of all essential data on customers and sales expectations
- Region of responsibility: various English speaking African countries
- Stakeholder Relationship Management
- 2 trips per month to region or as required
- Responsible to meet budgetary requirements in line with position
- Gain detailed market knowledge, size, competitors, pricing, trends etc.
- Complete, develop and implement marketing plans together with Exports Manager
- Develop new and maintain existing customer base and contacts



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- Identification of market opportunities and business development
- Build effective proposals, based on customer needs, consumer insights and customer's decision criteria
- Analyze market trends and insights to ensure competitive advantage in the market
- Prepare and submit designs, tenders and offers and other proposals as per company requirements

Other Skills and Qualifications

Competencies

- Minimum 5 years' experience as a Sales Representative
- Experience in dealing with the Exports Market and must have lighting experience
- Experience in mining environment would be beneficial
- The candidate shall be required to travel regularly to the region and should be willing to travel
- Proficiency in English
- The successful candidate shall be self-motivated, target driven and able to work independently with good communication skills on a senior level
- Proficient with Microsoft Office
- Detail orientation
- Work well in a team
- Proficiency in ULYSEE and RELUX is an added advantage

Send an e-mail to careers@beka-schreder.co.za

Closing date: 19 February 2021