



Field Sales Manager | Eastern Cape

Position/Title: Field Sales Manager
Reports To: Regional Sales Manager
Function: Sales
Area: South Africa – Eastern Cape

Signal Hill Products is looking for an exciting, dynamic, and ambitious individual to join team at a leading Cape Town based brewery as a Field Sales Manager. This is a level 4a position.

Job description:

The FSR is tasked with new business in the region, as well as maintaining and growing existing relationships and accounts. Weekly Call Cycles will be established to maximise the time spent in the trade. The role focusses on the full spectrum of on-consumption, corporate retailers, franchise outlets and independent liquor chains, with a heavy focus on Taverns & Counters Serve outlets in the informal market.

Primary Responsibilities:

- Determine pre-call planning objectives
- Compile daily / weekly reports
- Manage sales and administration
- Handle customer and consumer complaints and queries
- Cold Calling
- Implement and develop promotional activity to drive consistent pull in relation to the channel management process
- Influence liquor retail pricing within segments
- Maintain stock levels within segments
- Using Commercial conversations/arguments/calculations to influence
- Influence the placement of our products to maintain the best cold and ambient space
- Manage B.T.L placements
- Develop great business relationships
- Maintain customer call rate and frequency
- Conduct regular account reviews

Requirements of the Role:

- Post Matric Qualification in Sales/Marketing
- A minimum of 2 years' experience in Sales/Marketing in a FMCG environment
- Valid unendorsed Code 8 drivers licence
- Basic knowledge of PC and Microsoft office
- Merchandising experience strongly preferred

Signal Hill Product (PTY) Ltd. | 166 Gunner's Circle Epping 1, Cape Town, South Africa. 7460

+27(0) 21 200 5818 | info@signalhillproducts.com





Field Sales Manager | Eastern Cape

- Regional languages competence
- Beverage industry experience strongly preferred
- Previous Main Market experience will be an advantage

Required Skills:

- Sound interpersonal skills and the ability to build relationships
- Ability to work independently
- Time management skills
- Persuasiveness and selling ability
- Strong achievement orientation
- Beer knowledge and processes
- Exceptional verbal ability and communication skills
- Commercial Acumen

NB: Specific duties/responsibilities will vary from time to time:

The above list is intended to indicate the general nature of the post and is not exhaustive. The post holder will be expected to be flexible in supporting the business by undertaking any other responsibilities which are aligned with this job level

Application details:

Application closing date: 28th February 2022

Application requirements: **Email** your Full CV, Cover Letter, References, to hr@signalhillproducts.com

Short-listed candidates will be subjected to reference checking, verification of the applicant's personal data and security clearance as part of the selection process. If you have not heard back from us within 2 weeks, please consider your application unsuccessful.

Application Deadline: 2022/02/28

Job Types: Full-time, Permanent

Signal Hill Product (PTY) Ltd. | 166 Gunner's Circle Epping 1, Cape Town, South Africa. 7460

+27(0) 21 200 5818 | info@signalhillproducts.com

