



An exciting and challenging opportunity exists for an energetic and enterprising individual to join Swartland:

## **BUSINESS DEVELOPMENT REPRESENTATIVE**

**Type of Employment: Permanent (3 Months Probation Period)**

**Job Grade: Patterson C-Band**

**Division: Sales – Inland Region**

**Location: Polokwane, Limpopo**

**Reference: BDRL/240037**

**Main Purpose of the Job:** Reporting to the Regional Sales Manager, the incumbent will be responsible for implementing appropriate solutions in the form of value propositions to meet or exceed all sales goals, performance quotas and process expectations in the greater Limpopo Province.

**Minimum requirements:** ▪ Grade 12 ▪ Relevant degree/Diploma will be advantageous ▪ 4-6 years related experience of which at least 3 years must have been in a similar industry ▪ Knowledge and experience in the retail, manufacturing and construction industry will be advantageous ▪ Demonstrated ability to translate and execute sales and marketing strategies into pragmatic action plans ▪ Proven sales track record ▪ Existing network in retail and manufacturing trade will be advantageous ▪ Valid driver's license essential ▪ Willingness to travel.

**Key performance activities (inclusive but not limited to):** ▪ Implement sales strategy ▪ Promote, sell products by initiating contact and developing long term relationships with customers ▪ Grow revenue within assigned region, exceed sales targets and increase profitability ▪ Manage and grow existing accounts ▪ Create, nurture and respond to sales opportunities and close sales orders ▪ Conduct sales calls and regularly track sales activities with all end users using the Companies' CRM ▪ Maintain working knowledge of competitive offerings ▪ Identify key market influencers, establish contact with them ▪ Hunt for and develop direct business, build and manage relationships.

**Knowledge, skills and competencies:** ▪ Ability to build strong and enduring trade relationships ▪ Strong management and leadership skills ▪ Sound knowledge of key industry role players ▪ Excellent knowledge of business and industry standards ▪ Sound knowledge of marketing and sales strategies, activities and principles ▪ Knowledge of building/retail environments with specific focus on the Company's particular market ▪ Client service orientation ▪ High standards of Integrity ▪ Financial and Business Acumen ▪ Strong intra-personal relationship management skills ▪ Excellent communication skills (written and verbal) ▪ Advanced MS Office Proficiency (outlook, excel, Word) ▪ Presentation skills ▪ Ability to work independently with minimum levels of supervision as well as to function well within a team ▪ Self motivated, disciplined and enthusiastic with high levels of drive and energy ▪ Pro-active and dynamic ▪ Lead and apply proper discipline ▪ Accountability ▪ Collaboration ▪ Negotiation and Networking ▪ Strong Leadership Skills.

**If you are committed to delivering world-class services, ascribe to Swartland's shared values set and your credentials meet the minimum requirements of the position, you are kindly invited to forward your applications to [hr@swartland.co.za](mailto:hr@swartland.co.za), quoting the reference number, notice period, current & expected salary.**

**Closing Date: 01 July 2024**

Note: Applications must be submitted on the Company Application for Employment Form, obtainable from reception at the relevant location indicated on the advert, and must be accompanied by a comprehensive CV, including the details of at least two contactable referees (should be people who recently worked with the applicant) and certified copies of qualifications and identity document. Where a valid driver's licence is a requirement, applications must attach a certified copy of such licence. If you have not been contacted within one (1) month of the closing date, please consider your application unsuccessful. Successful candidates may be required to undergo competency test assessments and where applicable a technical exercise that intends to test relevant technical elements of the job. Please note there is a size restriction of 2MB per mail on our firewall.

**Applications sent to the wrong address and/or received after the closing date or those that do not comply with the requirements, will not be taken into consideration.**

**Swartland's commitment to transform and embrace diversity is what drives us to achieve a diverse workplace with employment equity as a key goal to create an inclusive workforce. In achieving our employment equity goals, we give preference to applicant from designated groups, and we encourage people with disability to apply.**  
**Swartland Investments (PTY) Ltd. reserves the right not to make an appointment.**

At Swartland we have a track record spanning over seventy years. Like our founder, we believe that our success is largely attributed to our ongoing initiative, innovative people and unwavering team spirit.