

Job Title:	Sales Account Manager	Job Grade:	
Department/Group:	Sales	Job Code/ Reg#:	202401/20
Location:	Head Office	Travel Required:	Yes
Level/Salary Range:	Market Related	Position Type:	Permanent
HR Contact: Mr. Meke	careers@lesira.co.za / 012-777-3707 /064-991-4205/	Date posted:	26 November 2020
Advert Type	Internal/External Advert	Posting Expires:	29 January 2021
Other Requirements	Have a valid vehicle Code 8/10 Licence & Own Vehicle		
Reporting to:	Sales Executive		
Job Description			
Job Purpose: accelerating company sales, increase revenue and manage your sales targets successfully			
Key Performance Area		Description	
<ul style="list-style-type: none"> Selling products by establishing contacts and developing relationships with prospects; recommending solutions. 		Sales Opportunities: Organise each business opportunity manage your sales by assigning them a status such as "qualified" or "proposal."	
<ul style="list-style-type: none"> Find business opportunities by Identifying prospects and evaluating their position in the industry; researching and analysing sales options. 		Sales Growth: Analyse the pace at which the company sales revenue is growing in relation to your province account management.	
<ul style="list-style-type: none"> Secure (4) four New Business Development presentations Per Month 		Sales Bookings: Measures the number and value of bookings for a given time period, where a "booking" is a won, signed or committed sale.	
<ul style="list-style-type: none"> Prepare and present order Forecast per Client 		Sales Target: Measure the number of wins over a specific time period and compare it to a target value and past performance.	
<ul style="list-style-type: none"> Identify product improvements by remaining current on industry trends, market activities, and competitors. 		Quote to Close Ratio: Measures the number of formal quotes sent out by sales team member compared to the number of deals closed	
<ul style="list-style-type: none"> Plan and deliver client refresher functions on product knowledge, benefits it can provide and introduction of companywide product range 		Product Performance: Measure and rank products based on revenue performance and inform your sales executive which products are selling well and which products need special attention.	
<ul style="list-style-type: none"> Organise and hold client event day every year 		Client Retention: evaluate interventions that yielded results	
<ul style="list-style-type: none"> Develop a client retention program 		Sales by Contact Method: Measure which contact methods are the most successful at generating sales. With this information, sales team can allocate their time and efforts accordingly.	
Sales Skills and Qualifications Minimum Requirements:			
Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales, must have experience in the hospitality industry.			
QUALIFICATIONS: Matric (Grade 12) and Sales & Marketing Degree or 3 years Diploma			
WORK EXPERIENCE: 5 Years			

