

JOB DESCRIPTION

Title	Sales Manager	Job Classification Number	A 00141
Department /Project	Trading	Job Family Name	New Business
Reports to	Operations Manager	Effective Date	01 Jan 2005

MAIN PURPOSE OF JOB

To grow the business of the Company's Trading Operations, in line with the Company's business objectives and to lead a team of specialist salesmen in order to increase the sales of Organisation's products and services.

JOB OBJECTIVES

1. To maintain a high level of commercial awareness of the local market.
2. To develop and continuously update Organisation's sales strategy.
3. To lead the Organisation's sales team in a commercially effective & efficient way and to deliver pre-agreed levels of turnover and profit.
4. To maintain strong relationships with the Organization's existing customers and dealers.
5. To continuously identify and build effective and profitable relationships with existing and potential customers, potential suppliers, dealers and other business partners in accordance with Organisation's business strategy.
6. To train & develop salesmen in accordance with the commercial and technical requirements of the business.
7. To ensure continuous availability of the full range of Organisation's products and services.

ESSENTIAL WORK ACTIVITIES

- Representing/ Selling
- Writing/ Administrating
- Integrating/ Coding/ Grievances
- Disciplining/ Disputes/ Grievances
- Problem Solving/ Designing
- Checking
- Reviewing / evaluating
- Interpreting

SAFETY AND QUALITY RESPONSIBILITIES

- Maintain acceptable standards of safety and comply with Company's Health, Safety and Environment Management System requirements.
- Take reasonable care of own health and safety and that of others in the workplace.
- Follow and maintain Company standards of Quality in accordance with Company Quality System requirements.

EDUCATION, SKILLS AND EXPERIENCE

Essential:

- Knowledge of Engineering materials & systems and Construction equipment
- Solution selling skills
- Sales techniques

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- Local commercial market
- Selling skills
- Managerial skills
- 12 to 15 Years of experience in Engineering related jobs with Sales and Marketing & Business Administration

Desirable:

- Bachelor of Engineering or Business
- Problem solving skills
- Communication skills
- Experience as a Maintenance Engineer for construction equipment