



010 443 3966

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1st Floor, Aspen House,  
Aspen Lakes Drive, JHB South, South Africa



## Sales Job Profile

### Annexure A

Job Title:	Sales Partner	Job Category:	Job Category
Department/Group:	Sales	Occupational Category:	Professional
Location:	Johannesburg South, 2190	Travel Required:	Yes (Office Based)
Level/Salary Range:	As per Letter of Appointment	Position Type:	3-Month Probation Contract
HR Contact:	N/A	Occupational Level	Skilled technical and Qualified
Will Train Applicant(s):	Yes	Job Purpose	Sales Partner
Reports to:	RNV Louw (Director)		
Subordinate	N/A		
Job Description			
ROLE AND RESPONSIBILITIES			
<b>Sales Partner</b>			
<ul style="list-style-type: none"><li>• Present, promote and sell products using solid arguments to existing and prospective customers</li><li>• Perform cost-benefit and needs analysis of existing/potential customers to meet their needs</li><li>• Establish, develop and maintain positive business and customer relationships</li><li>• Reach out to customer leads through cold calling</li><li>• Expedite the resolution of customer problems and complaints to maximize satisfaction</li><li>• Achieve agreed upon sales targets and outcomes within schedule</li><li>• Coordinate sales effort with team members and other departments</li><li>• Analyse the territory/market's potential, track sales</li><li>• Keep abreast of best practices and promotional trends</li><li>• Continuously improve through feedback</li></ul>			



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## Requirements and skills

- Proven work experience as a Sales Representative
- Excellent knowledge of MS Office
- Familiarity with CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills Prioritising, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

## ADDITIONAL NOTES

- This Job profile describes the duties that you are expected to perform in terms of the position you were appointed.
- Performing these Duties will insure that you are a productive member of the team
- Not performing these duties or not achieving the standards required will result in the necessary disciplinary action, to ensure that the duties are being performed and/or the required standards are achieved.
- This Job profile is not exhaustive and is meant to provide the minimum requirement of the Job, additional duties and responsibilities may be delegated by management or conveyed as work procedures.

Reviewed By:	Kerusha Naidoo	Date:	12/08/2021	Signature:	
Approved By:	Ryan Louw	Date:	12/08/2021	Signature:	
Acceptance By:		Date:		Signature:	