Role Profile

Sales and Marketing Manager	
Industry:	Retail Services
Salary:	Market Related
Location:	Pretoria, Gauteng

Main Purpose of Role

- Oversee day-to-day sales, monitoring and forecasting to better understand the market
- Increase productivity, inspire and motivate junior employees, and optimize company's market share.
- You will have tremendous opportunities to develop innovative policies and campaigns that shape the future of the organization.
- Candidates for this role will be creative, charismatic, knowledgeable, and exceptionally well-versed in the latest sales and marketing techniques as well as tried-and-true practices

Required Minimum Education / Training

- Marketing, Financial , Business Administration qualification or related field
- 5 years' experience in related role.

Required Minimum Work Experience

- Continually assess our marketing techniques and their efficacy in affecting sales
- Stay up-to-date on current market trends
- Work collaboratively with the sales team to assess current projections
- Develop and implement sales strategies and plans for business growth
- Own ultimate responsibility for successfully meeting or exceeding sales goals
- Collaborate with marketing team to innovatively reach more potential customers
- Take calculated risks to increase profitability and brand recognition
- Work in a hands-on fashion, building the team
- Motivate staff to surpass sales goals
- Set the precedent for excellence through leading by example
- Cultivate and deepen client relationships and partnerships

Technical and Behavioural Competencies Required

- Current on industry standards and best practices
- Transformative approach to leadership that inspires and empowers others
- Aware of the latest market trends and shifts, as well as projections for the future
- Evidence of ability to innovate and implement change successfully
- Ability to prioritize high-value tasks and focus under pressure
- Exceptional communication and presentation skills
- Able to be persuasive and procure buy-in from upper management
- Solid computer skills and awareness of web-based marketing and social media
- Outstanding organizational skills
- Driven and committed to success while maintaining integrity

Contact Details: Lorraine Nkuna – 076 367 4873 / lorraine@placementjunxion.co.za