



Job Title: Sales Exec with Experience
Company: Steelco
Location: 15 Sheffield Road, Pietermaritzburg, 3202
Type: Full-Time 7:00 – 16:30

Are you passionate about the Steel Industry and ready to take your sales career to the next level? Steelco, a leading player in the PMB market, is looking for a dynamic and driven Sales Executive to join our team and hit the ground running. If you have a deep understanding of the Steel Industry, a passion for sales and network building, and a commitment to providing exceptional customer service, we want to hear from you.

Job Description:

As a Sales Executive, you would play a pivotal role in Steelco's success by leveraging your in-depth knowledge of the Steel Industry to drive sales growth. Your responsibilities would include identifying and engaging potential clients, consistently meeting and exceeding monthly sales targets, and delivering exceptional customer service to ensure client satisfaction and loyalty. You would maintain accurate sales records using computer applications, present yourself professionally, and uphold trustworthiness and integrity in all your business interactions.

Non – Negotiable Requirements and Skills:

- In-depth knowledge of the Steel Industry (5 years min).
- Proven track record of achieving and exceeding sales targets.
- Excellent communication skills. Zulu speaking a bonus!

Responsibilities:

- Utilise your knowledge of the Steel Industry to identify and engage potential clients.
- Meet and exceed monthly sales targets to contribute to the company's growth.
- Deliver outstanding customer service, ensuring client satisfaction and loyalty.
- Demonstrate professionalism, presentability, and punctuality in all interactions.
- Operate with trustworthiness and honesty in all business dealings.
- Work independently and take initiative to develop and manage your sales pipeline.
- Exhibit an excellent telephone manner and collaborate effectively within a team.
- Thrive in a fast-paced environment and remain composed under pressure.

Why Join Steelco:

1. Competitive salary with uncapped commission potential
2. Opportunity for growth and development
3. Collaborative and supportive work environment
4. Chance to work with a dynamic and dedicated team
5. Make a meaningful impact in a well-established company

If you meet and exceed the qualifications and requirements listed above and are ready to take the next step in your sales career, we encourage you to apply.

Process to apply:

The following instructions must be followed. All applications which do not do so, will be rejected immediately.

Send your CV (no longer than 2 pages) as an attachment (either Word or PDF format) to recruitment@steelco.co.za

Subject Line: **Sales Exec with Experience + you name**

In the body of the email:

1. Confirm that you meet the non-negotiable requirements and skills listed in this job
2. Write a covering note explaining why you are well suited to the role

Steelco is an equal opportunity employer, and we value diversity and inclusion in our workplace. We look forward to reviewing your application and welcoming a new Sales Exec to our team!

Note: *The application deadline for this position is 10am on 6th October 2023. Only shortlisted candidates will be contacted for an interview.*