



VACANCY

BIDVEST STEINER

HEAD OFFICE

06 July 2017

POSITION:

NATIONAL KEY ACCOUNTS MANAGER

KEY OBJECTIVES:

Grow and maintain the customer base related to specific portfolios.
Ensure the optimum relations with customers are established
Provide a service that will exceed the expectations of the organization.

MINIMUM REQUIREMENTS

EDUCATION:

Minimum standard 10 / Grade 12

QUALIFICATION:

Diploma or qualification in Sales Management an advantage

EXPERIENCE:

Minimum of 5 years proven Sales experience in the direct selling Industry
Management experience would be an advantage

OTHER:

Valid code 8 driver's licence
Good communication skills
Be target driven
Have good management skills
Must be willing to travel

LIST OF TASKS:

Negotiation and presentation skills at Boardroom level
Generate new and additional business
Growing the National Customer Base
Manage and analyse the National Customer Base
Analyze price decreases, price increases, lost business and suspended business on National Customer Base
Building relationships with Regional General Managers, General Managers as well as all Consultants
Annual price increase negotiations
Achievement of set objectives/goals and targets
Build relationships with existing National Accounts and ensure visits to national customer base
Ensure all installations are fully completed.
Ensure all national accounts admin procedures and national price lists are updated and loaded on BI

APPLICATION

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CLOSING DATE: 24 July 2017

APPOINTMENTS WILL BE MADE IN ACCORDANCE WITH THE COMPANY'S EMPLOYMENT EQUITY OBJECTIVES