



SALES AND MARKET DEVELOPMENT SPECIALIST – CAPE TOWN

Job Summary:

We're seeking a results-driven Sales and Market Development Specialist to drive growth and success in our company. With a strong sales background, you'll identify new business opportunities, build client relationships, and achieve sales targets. Your proactive approach and strategic thinking will promote our products and services to a diverse clientele.

Key Responsibilities:

- **Lead Generation:** Research and identify potential clients through networking, cold calling, and online research.
- **Client Relationship Management:** Build and maintain strong relationships with existing and prospective clients to understand their needs and provide tailored solutions.
- **Sales Presentations:** Prepare and deliver compelling sales presentations and proposals to prospective clients.
- **Sales Targets:** Meet and exceed monthly, quarterly, and annual sales targets.
- **Market Research:** Stay updated on industry trends, competitor activities, and market conditions to identify new opportunities.
- **Sales Reporting:** Maintain accurate records of sales activities, client interactions, and progress towards targets using CRM software.
- **Collaboration:** Work closely with marketing, product development, and customer service teams to ensure a seamless client experience.

Requirements:

- **Experience:** Proven experience as a Sales Executive or relevant sales role.
- **Education:** Matric (Grade 12) certification.
- **Skills:** Strong negotiation, communication, and presentation skills.
- **Knowledge:** Familiarity with CRM software and sales performance metrics.
- **Attributes:** Self-motivated, results-driven, and able to work independently and as part of a team.
- **Flexibility:** Willingness to travel as needed to meet clients and attend industry events.
- **Logistical Requirements:** Own reliable transport, valid driver's license, cell phone, and laptop.
- **Location:** **Must reside in Cape Town with a proven sales background in the region.**

Preferred Qualifications:

- Experience in the FMCG space with a strong background in retail sales in Cape Town.
- Strong network of Cape Town contacts within the target market.
- Advanced knowledge of sales techniques and strategies.

Benefits:

- Competitive salary with performance-based incentives.
- Professional development opportunities.
- Supportive and collaborative work environment.

Application Process:

Interested candidates, please submit your resume, cover letter, and motivational letter detailing your relevant experience and why you're a good fit for this role.

Greenmouse (Pty) Ltd

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