

## **External Technical Sales Representative - Nelspruit**

**Job Title: External Technical Sales Representative - Nelspruit**

**Department: Turf-Ag Sales**

**Reports To: National Operations Manager**

### **Job Summary:**

The External Technical Sales Representative is responsible for developing and executing sales strategies and tactics required to grow Turf-Ag products sales in the lowveld region. He/she will be responsible for working with the Turf-Ag Sales Team to support the overall objectives of the company. The External Technical Sales Representative is responsible for all sales, operational and administrative functions of his/her region. This includes managing and growing new and existing customers. The External Technical Sales Representative main focus will be to grow Turf-Ag's sales. The External Technical Sales Representative will also manage customers problems, questions and concerns. He/she will coordinate with responsible personnel to provide timely and accurate feedback to customers and managers.

### **Duties and responsibilities:**

- Create a strong preference for Turf-Ag products in the market.
- Develop an annual strategic plan for accomplishing the company's objectives.
- Develop programs to grow market share in the region.
- Achieve set sales goals.
- Develop relationships with roll players in the region and be able to understand customer needs for irrigation products and services.
- Educate and train customers on the benefits of Turf-Ag's products and solutions.
- Assist and advise customers on technical product information.
- Maintain inter departmental collaboration and communication.
- Motivate, organize and encourage teamwork within the company to ensure that productivity targets are met.
- Collaborate with clients to identify and implement value added services.
- Compile reports as requested from management.
- Manage and partake in stock take actions.
- Keep up to date with product knowledge and other training requirements as prescribed by management.
- Comply with all health and safety regulations at all times.
- Conduct ad hoc tasks as requested by management.

### **Skills:**

- Strong sales and administration skills required.
- Strong knowledge of irrigation and the agriculture industry is essential.
- Strong organizational skills required.
- Should be proficient in computer programs - administrative and designing programs.
- Should be goal orientated.
- Influencer and decision-making skills required.



- Practical, hands-on approach needed.
- Must be prepared to travel.
- Strong leadership skills with the ability to manage and develop a team required.
- Professional people and communication skills required.
- Must be able to work under pressure, accurately neat and organized.

**KEY PERFORMANCE INDICATORS:**

Key Performance Indicators will be communicated to the External Technical Sales Representative and review on a regular basis.

The KPI will be incorporated in the performance management tool and will be used to calculate increases and bonuses.

If you are interested, please send your CV to [frank@turf-ag.co.za](mailto:frank@turf-ag.co.za)

**Closing Date:** 24 August 2018

**Disclaimer:** The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified. All persons may be required to perform duties outside of their normal responsibilities from time to time, as needed.

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