

## Technical Sales Representatives - JHB, CPT, DBN

### Job summary

FG Trading is looking for motivated and energetic Technical Sales Representatives for our Johannesburg, Cape Town and Durban branches. The successful candidates will be responsible for promoting and selling our complete portfolio of products and services to existing and prospective customers located throughout Sub-Saharan Africa. They will target various market segments in the glass, fenestration and construction industries such as: architectural glass processors, façade manufacturers, window and door manufacturers, glaziers, auto glass outlets, vehicle body builders, sandwich panel manufacturers and general contractors.

### Duties & responsibilities

- Establish, develop and maintain long-term relationships with existing and prospective customers
- Pursue new business opportunities in order to maximise client potential in the designated region
- Maintain technical knowledge on all aspects of product performance and application
- Obtain further knowledge and training on new products introduced by principal suppliers as required
- Effectively identify customer needs and clearly articulate the value offered by products/services
- Respond to enquiries, calculate client quotations and administer client accounts
- Liaise and collaborate with other members of the team and technical experts from principal suppliers
- Provision of various pre-sales and after-sales services including product education, technical assistance, training, technical support and back-up both on-site and in the factory environment
- Resolve client complaints by investigating problems, developing solutions and making recommendations
- Submit an annual sales budget to management for approval and achieve regular sales targets
- Keep customer records and prepare daily and monthly call reports for management
- Support marketing efforts and represent the company at trade shows, conferences and other events
- Maintain knowledge of competitor products and report intelligence on pricing or marketing strategies
- Attend and participate in sales meetings, stock takes and strategy sessions when necessary

### Education, experience & skills

- Valid driver's licence and own reliable vehicle (Non-negotiable)
- Grade 12 or equivalent NQF Level 4 Certificate (Non-negotiable)
- Tertiary qualification in sales, marketing, business or a related field is preferred
- Technical background or knowledge of glass, fenestration or construction is advantageous
- Computer literate and proficient in Microsoft Office (Outlook, Word and Excel)
- Excellent verbal and written communication skills (Preferably English and Afrikaans)
- Excellent planning, administrative, time management and interpersonal skills

As a member of our team you will be expected to support and subscribe to the following values:

- Providing innovative quality solutions
- Respect, honesty and integrity
- Excellent customer service
- Attention to detail
- Team work

### **Benefits:**

- Car allowance
- Petrol allowance
- Mobile phone
- Laptop

This job description is intended to provide general information about the position. It is not intended as a complete list of all duties or an employment contract. As with all positions, the responsibilities, duties, and requirements of this job may change. The company may alter this job description at any time with or without notice.

If you believe you satisfy the requirements listed above and have an interest in this position, please submit your curriculum vitae (CV) and cover letter to [info@fgtrading.co.za](mailto:info@fgtrading.co.za).