



# VACANCY NOTICE

## **SALES MANAGERS**

***(HARARE, BULAWAYO, KWEKWE, BINDURA, MUTARE AND MASVINGO)***

Vacancies have risen in the Sales and Marketing department for the positions of Sales Managers. Reporting to the Sales and Marketing Executive the incumbents will be responsible for the following:

### **Job Summary**

- Executing a strategic sales plan that expands our customer base and extends the company's regional presence.
- Developing your sales team through motivation, counselling and product knowledge education.
- Directing and coordinating all sales activities.
- Setting individual sales targets with the sales team
- Meeting with potential clients and grow long-lasting relationships that address their needs.
- Managing the allocated sales budget.
- Tracking and analysing sales statistics based on key quantitative metrics.
- Advising distributors and dealers on policies and Standard Operating Procedures (SOPs)
- Overseeing local and regional sales, promotions and campaigns.
- Work with a product development team and addressing market needs regarding products and services.

### **The Person**

- A minimum qualification of degree in Sales and Marketing and/or equivalent professional qualification.
- A Minimum of 3 – 4 years' Manufacturing experience in Sales and Marketing in a supervisory/managerial capacity
- Proven leadership skills
- Ability to speak fluent English.
- Basic analytical and statistical skills
- Strong problem solving, analytical and operational abilities.
- Excellent interpersonal written and oral communication and presentation skills
- Ability to work with minimum supervision.

Applications should be submitted to The Human Resources Office or email [kambewat@turnall.co.zw](mailto:kambewat@turnall.co.zw) on or before the 16th of June 2023.