

Key Account Manager (JHB)

Minimum 3 years sales experience in Consumer Electronics/wholesale/retail/mass channel and/or FMCG and Telecommunications

Strong Relationship with Customers and Suppliers experience

Develop and implement effective strategic plans and goals to achieve sales objectives and budgets.

Plan and implement sales promotional activities to assist with the achievement of sales objectives in co-ordination with Merchandising Team.

Liaise with internal departments to ensure that sales objectives are met.

Monitor competitor activities by obtaining information on competitors and market trends.

Provide accurate information on competitors to facilitate effective decision-making.

Effectively manage the channel sales function to maximize sales and profitability objectives.

Focus on the successful and profitable sales of Strategic Products

Prepare and maintain accurate forecasts for the channel and all its strategic customers.

Make effective and regular use of the SSA systems.

Establish and strengthen relationships between SSA and customers.

Qualifications

Tertiary Qualification is essential