



## **SALES CONSULTANT JOB DESCRIPTION**

**DEPARTMENT:** SALES

**JOB TITLE:** Commission Based Sales Consultant

**JOB TITLE THIS POSITION REPORTS TO:** Sales Manager

### **BRIEF DESCRIPTION OF JOB PURPOSE:**

- Greeting customers
- Advising customers on products
- Providing the best customer service possible
- Handling claims
- Follow up on leads generated internally
- Building customer loyalty
- Updating sales logs
- Receive proof of payment
- Attract new customers
- Maximise sales revenue and profitability by achieving agreed sales targets and prices.

### **QUALIFICATIONS, EXPERIENCE, COMPETENCIES:**

#### **Qualifications:**

Grade 12

Sales Diploma or Equivalence

#### **Essentials:**

- Laptop with Internet Access
- Have own vehicle

#### **Experience:**

- 1 year or more e experience within a target driven environment

#### **Knowledge:**

- Computer knowledge, specifically MS office applications
- Finance
- IT

#### **Skills:**

- Superior people skills
- Excellent motivational Skills
- Strong leadership Skills
- Excellent organisational Skills
- Sound written and verbal communication skills



**Leadership competencies:**

- Drive and energy
- Initiating action
- Cross-cultural awareness
- Organisational understanding
- Product understanding
- Strategic focus
- Decisive insight
- Communication skills

Please send all Curriculum Vitae (CV's) and any queries to [careers@pretune.co.za](mailto:careers@pretune.co.za) .

**Application Deadline:** 9 April 2013

---