

JOB DESCRIPTION	
POSITION TITLE	Van Sales Manager
MAIN PURPOSE OF THE POSITION	
Identify sales leads and hit the revenue forecasts and ascertain customer satisfaction.	
ROLES AND RESPONSIBILITIES	
• Present, promote and sell all products/services using solid arguments to existing and prospective customers. • Sell within assigned selling route/territory daily and within time and specific journey plan. • Responsible for conducting daily reconciliation upon return from the field every evening. • Ensure MPA (Minimum Product Assortment) adherence per segment. • Ensure end of day reconciliation of stocks and collections. • Attend all strategy meetings. • Keeping in contact with all existing customers in person and by phone. • Meeting allotted monthly sales targets. • Servicing all routes while adhering to the specified journey plan. • To identify and have sufficient market awareness by being knowledgeable of market opportunities. • Working with customers to receive quotation, selling and opening sales orders. • Expedite the resolution of customer problems and complaints to maximize satisfaction. • Achieve agreed upon sales targets and outcomes within schedule. • Identify and meet potential clients and grow lasting relationships by understanding and meeting their needs. • Actively pursue, convert, and close across all the company's product lines in line with set sales targets. • Conduct market surveys as part of market intelligence – collecting competitors' pricing information and reporting in a timely and accurate manner. • Participate in the development of plans to achieve sales targets to realize company targets. • Make regular calls and schedule face-to-face meetings with existing and potential customers; maintain close relationships. • Inform customers of new products and price changes. • Maintaining positive business relationships with customers to ensure future sales.	
DESIRED QUALIFICATION AND EXPERIENCE	
KNOWLEDGE, SKILLS AND ABILITIES	
<u>EDUCATION</u> • D. Sales and Marketing or a related course • Experience as a route sales person • 2-3 years of related experience in an FMCG company.	

- 3-4 years driving experience.
- 1 to 3 years' experience in a sales or business development role

SKILLS

- Great Communication skills
- Great negotiation skills
- Confidence
- Outstanding organizational and leadership skills.
- Problem solving aptitude
- Professionalism and integrity.

KEY PERFORMANCE

KEY RESULT AREA

Overall sales performance

Revenue generation

Customer portfolio

Customer satisfaction

Customer resolution

Compliance.

Monthly insights on best-selling products.

APPROVALS