

South Africa Jobs Expertini®

Independent Sales Consultant KwaZulu-Natal

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Company: Ad Hoc Client

Location: South Africa

Category: other-general

These jobs were popular with other job seekers Express Employment Professionals Durban NortheThekwini Central (Durban / Pinetown / Umlazi) Express Employment Professionals Durban NortheThekwini Central (Durban / Pinetown / Umlazi) We are seeking an enthusiastic and driven independent Sales Consultant to drive company sales by persuading customers to purchase our products. Responsibilities include managing customer relationships, identifying networking opportunities, answering customers' questions, and finding new customers through cold-calling, emailing, and whats App. You should also be able to implement effective sales strategies to continually meet or exceed sales targets.To be successful as an independent Sales Consultant, you should be committed to achieving sales goals with minimal supervision. Ultimately, a top-performing independent Sales Consultant should demonstrate effective communication and negotiation skills and achieve excellent customer service at all times.Duties & ResponsibilitiesIdentifying potential customers through networking and following leads.Arranging meetings with potential and existing customers to present company products.Persuading customers to purchase company products by highlighting product benefits and key features.Building and maintaining solid working relationships with both new and existing customers.Negotiating pricing with suppliers and vendors to encourage purchases.Promptly submitting purchase orders to the relevant department for processing.Following up with customers to inquire into whether purchased products meet their expectations.Filling out the necessary paperwork and obtaining customers' signatures to complete each sale.Addressing customer concerns and resolving complaints.Desired Experience & QualificationMinimum of 2+ years' experience as Sales

Consultant with a successful track record in sales, within the pharmaceutical sector, Optometry or FMCG industry. Valid driver's license. Own reliable, presentable vehicle. The ability to travel to customers. The ability to work independently. Strong negotiation and consultative sales skills. Excellent analytical and problem-solving skills. Package & Remuneration Attractive Commission rate + monthly incentives Interested? Sales experience and own car is non-negotiable. Only suitable candidates will be shortlisted and contacted within 14 days. These jobs were popular with other job seekers Express Employment Professionals Durban North Thekwini Central (Durban / Pinetown / Umlazi)
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