

**EXTERNAL SALES REPRESENTATIVES X3  
INTERNAL VACANCY**

<b>LOCATION:</b>	Alrode
<b>DIVISION:</b>	Deltec Energy Solutions
<b>DEPARTMENT:</b>	Sales
<b>JOB TITLE:</b>	External Sales Representative
<b>REPORTS TO:</b>	Branch Manager
<b>KEY AREAS OF RESPONSIBILITY IN THIS POSITION INCLUDE AMONGST OTHERS:</b>	<ul style="list-style-type: none"> <li>• Increase sales by acquiring new and maintaining existing customer accounts.</li> <li>• Provide customers with product support and technical advice.</li> <li>• Regularly conduct customer visits</li> <li>• Address product complaints and warranty claims</li> <li>• Generate weekly reports on weekly deliverables.</li> <li>• Maintain healthy relations with external clients.</li> </ul>
<b>QUALIFICATIONS AND EXPERIENCE REQUIRED:</b>	<ul style="list-style-type: none"> <li>• National Senior Certificate/ Equivalent qualification</li> <li>• Electrical Engineering/ Auto-electrical qualification</li> <li>• At least 4 years of experience in a similar position</li> </ul>
<b>SPECIFIC KNOWLEDGE REQUIRED:</b>	<ul style="list-style-type: none"> <li>• Battery technical knowledge</li> <li>• Automotive replacement parts market knowledge</li> <li>• Knowledge of solar power systems and products would be advantageous.</li> <li>• Certified electrical qualification would be advantageous.</li> </ul>
<b>JOB-SPECIFIC CHARACTER TRAITS REQUIRED:</b>	<ul style="list-style-type: none"> <li>• Attention to detail.</li> <li>• Good customer service</li> <li>• Professional communication and people skills at all organizational levels, demonstrating an ability to develop and grow good customer and internal relationships and is detail-oriented,</li> <li>• A passion for selling and generating new business,</li> <li>• Strong negotiation skills with good commercial acumen,</li> <li>• A result-oriented problem solver, with proven numeracy and computer literacy (MS Office)</li> </ul>
<b>BEHAVIOURAL ATTRIBUTES</b>	<ul style="list-style-type: none"> <li>• Well-organised</li> <li>• Self-motivated</li> </ul>
<b>APPLICATION PROCEDURE:</b>	recruitment@deltec.co.za hr@deltec.co.za
<b>CLOSING DATE:</b>	19 June 2023

**If you do not hear from us within 7 days after the closing date, please consider your application unsuccessful.**