

# Area Sales Consultant

<b>Remuneration:</b>	R3000 - R6000 per month market-related
<b>Location:</b>	Nelspruit
<b>Education level:</b>	Matric
<b>Job level:</b>	Student
<b>Travel requirement:</b>	Occasional
<b>Type:</b>	Permanent
<b>Reference:</b>	#IVM488
<b>Company:</b>	In Vision Marketing

We are seeking a friendly and motivated individual to join our team as an area sales consultant. In this role, you will be responsible for driving sales and promoting our products and services within a designated area. This is a great opportunity to showcase your exceptional communication and negotiation skills while working with a dynamic and diverse team.

As an area sales consultant, your primary responsibility will be to meet or exceed sales targets by identifying new business opportunities and building strong relationships with customers. You will collaborate closely with the sales and marketing teams to develop and execute strategic sales plans, and provide exceptional customer service throughout the sales process. Additionally, you will stay up-to-date on industry trends and competitor activity to ensure our products remain competitive in the market.

## Responsibilities

- Build and maintain relationships with existing and potential customers
- Identify and pursue new business opportunities within the assigned area
- Develop and execute effective sales strategies and plans
- Meet or exceed sales targets on a regular basis
- Provide accurate sales forecasts and reports to management
- Collaborate with the marketing team to promote our products and services
- Stay up-to-date on industry trends, market conditions, and competitor activity

## Requirements

- Proven experience in sales or a related field
- Excellent communication and negotiation skills
- Strong interpersonal skills and the ability to build rapport with customers
- Self-motivated and goal-oriented with a strong work ethic
- Ability to work independently and as part of a team
- Effective time management and organizational skills
- Knowledge of the [industry or product category] is a plus
- Valid drivers licence and willingness to travel within the assigned area

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