



5 JOB VACANCIES: SA ARMY FOUNDATION

The SA Army Foundation has five vacancies available for strong customer and sales orientated individuals with experience in the military environment. We would strongly like to encourage members from the Reserve Force who meet the job requirements to apply for the positions.

All 5 vacancies are for the position of **Regional Sales Advisor** and are available in the following regions:

1. Gauteng / North West Region
2. Limpopo / Mpumalanga Region
3. Bloemfontein / Northern Cape Region
4. Eastern Cape / KwaZulu Natal Region
5. Western Cape / Southern Cape Region (incl. Oudshoorn)

Candidates must be based within the region to which they are applying.

Purpose of the position

To plan, organise and control the sales & marketing activities of the Army Foundation in a specified region.

Key Performance Areas

- To achieve regional sales targets to accommodate the organisation's goals.
- To deliver Sales Presentations in the region on a regular basis.
- To coordinate and supervise the activities of the Army Foundation's regional and national offices.
- To coordinate, develop and submit weekly and monthly preformatted sales reports.
- To meet with key clients, assist sales representatives with maintaining relationships and negotiating and closing deals.
- To deliver all sales and marketing activity within the agreed budget.
- To analyse and define the market for product and services growth within the assigned product market segment.
- To respond to enquiries by providing new and existing Army Foundation members with information related to the Foundation's products and services.
- Extensive regional and national travel required.

Competencies Required

- Target driven
- Strong customer service orientation, persuasion, tenacity, coordination, networking and building relevant stakeholder relationships and leadership
- Well presented with excellent elocution and conscious of brand representation
- Ability to work under pressure
- People management skills

Qualifications and Experience

- Relevant experience in a sales and/or marketing environment is essential plus a proven track record in sales.
- The ability to communicate in English and one other language.
- Experience in the military environment is essential.

General Information

- The post is available in five regional areas. The successful applicant must be based in the region he/she applies for and must be able to commit to extensive travel requirements within his/her region, as well as regular travel to the Army Foundation head office in Centurion, Gauteng.
- The applicant may be subjected to a process of security and credit clearance and qualification verification.
- Applicants must include a letter of motivation, a comprehensive CV, certified copies of qualification and ID.
- Kindly forward your CV to Ms R. Barros; PO Box 13085, Clubview 0014; Fax: 012 675 9424; Email: rosa@armyfoundation.co.za
- Closing date is 20 July 2013, only shortlisted candidates will be informed. If you haven't received a response from us by 25 July, please consider your application unsuccessful.