

EXTERNAL ADVERTISEMENT

JOB TITLE: KEY ACCOUNTS MANAGER
DEPARTMENT: SALES
REPORTS TO: HEAD OF SALES
LOCATION: NIGEL

JOB PURPOSE

The Key Account Manager will be responsible for guiding the Retail Sales teams in the regions with regard to revenue management and retail investment. They will be responsible for growing the Marley product range & penetration in the retail sector through the Key Accounts under their responsibility. Maintain master databases regarding product listings and pricing at both Marley and Key accounts. Defining and leading retail sales strategy for Marley to grow its market share and profit with Key Accounts under their responsibility. Own Head Office retail customer relationships for the benefit of Marley in the sector.

KEY RESPONSIBILITIES

- Accountable to deliver Retail sales revenue at agreed Contribution.
- Accountable to implement price increases from time to time as agreed by management for the accounts under your responsibility.
- Accountable for the management of the Marley Agent and Key Accounts in Namibia
- Assist in the development and listing of new products in the Sector
- Accountable to manage key retail customer relationships and negotiate annual terms of trade in the sector
- To coach, guide the sales team to focus on key opportunities, delivering results as defined by National targets, company strategies and customer relationship management
- Accountable to own area customer relationships
 - to maximise market advantage, through a strong focus
 - own trade spend within the sales geography
- Lead the forecasting agenda and ensure targets are achieved with key accounts
- Responsibility for achievement of debt management within area of responsibility
- Building sustainable relationships to maximise market advantage
- Key member of Sales Team, contributing to development of commercial strategies, including building solid Key Account Plans
- To work across the supply chain, internal and external, engaging our Customer Services to maximise any commercial advantage in outbound logistics.
- Communicating the entire Marley value proposition into Retail – and seek and commercialise vertical integration with key partners.
- Ability to articulate how our offer stands out, offer specification expertise and advice on the advantages of our comprehensive product range, communicating the value proposition to the customer base as defined.
- Adherence to strict ethical codes of conduct and maintenance of confidentiality at all times.

Marley Pipe Systems (SA) (Pty) Ltd Head Office

1 Piet Pretorius Street, Rosslyn, Pretoria | P.O. Box 1775, Rosslyn, 0200
0861 MARLEY (627839) | 012 045 0997

Directors

S.J. Emmott (British) / W.L. Thom / W.P. Ximiya / F.B.E. Thielen (Luxembourger)

- Adherence to Company reporting procedure/commercial admin systems, offering appropriate feedback and information.
- Responsibility for safety aspects within area of responsibility.
- Provide timeous input into management reports as and when required.

SKILLS & PERSONAL ATTRIBUTES REQUIRED

- Advanced Excel Skills.
- Advanced Account Revenue management capability.
- Advanced planning skills and analytical skills.
- Proven ability to commercialise products and solutions.
- Ability to manage large and complex customers.
- Ability to articulate compelling commercial arguments and use them in key negotiations with customers internally and externally.
- Executive maturity

QUALIFICATIONS & SPECIFIC WORK EXPERIENCE REQUIRED

- Grade 12
- Relevant Diploma or similar qualification will be advantageous.
- Valid driver's licence
- +5 years Retail Key Account, with Product and Sector experience.
- Candidate needs to be able bodied, enthusiastic, energetic, and willing to travel daily.

Note that as part of the selection process applicants may be requested to submit to practical assessments/tests to prove capability in certain areas as well as psychometric assessments to determine personality fit to the position. By submitting you application you confirm your consent to submit to these assessments.

Applications to be forwarded to HR via email to recruitment@marleyps.co.za on or before FRIDAY, 23 JULY 2021. Incomplete applications without supporting documents or relevant qualifications will not be considered. All applications will be considered in accordance with the company's relevant policies.

If you do not meet the minimum requirements, please don't apply for this position.

NOTE: By submitting your application you also consent to your personal information being captured and stored in line with the requirements of the POPI Act.

CLOSING DATE: FRIDAY, 23 JULY 2021.