





BALWIN PROPERTIES IS RECRUITING





Regional Sales Manager (Tshwane)

QUALIFICATIONS & EXPERIENCE REQUIRED

















-  Diploma or Degree in Sales / Marketing / Business
-  Must reside In Pretoria and have property experience
-  Valid Drivers License
-  5-10 years' experience

Position Type:	Permanent
Job Role:	Regional Sales Manager
Location:	Tshwane
Benefits:	Provident Fund / Medical Cover
Joining Date:	As soon as possible










KEY DELIVERABLES

-  Manage the sales team performance.
-  Setting sales targets.
-  Promoting and/or marketing the organisation.
-  Reporting - good communication skills and ability to work well in Excel.

RESPONSIBILITIES

-  Managing organisational sales by developing a business plan that covers sales, revenue and expenses.
-  Remain fully updated on Development and Unit status.
-  Meeting planned sales goals.
-  Meeting with Regional General Manager to discuss status of developments, budgeting and sales team requirements.
-  Setting individual sales targets with sales team.
-  Tracking sales goals and reporting results to CEO and Regional General Manager.
-  Overseeing the activities and performance of the sales team.
-  Co-ordinating with marketing department on lead generation, advertising of units, show days etc.
-  Ongoing training and motivation of sales team.
-  Promoting and marketing the organisation.
-  Work closely with the Bonds Manager to ensure clients finance is progressing well and clients are being kept up to date.
-  Management of all reporting and paperwork.
-  Signing sales contracts daily.
-  Check all marketing material is up to date.
-  Show units in pristine condition bi-weekly.
-  Work closely and have a good relationship with the finance and administration teams.
-  Liaise with attorneys weekly on secured units, pricing on developments monthly, admin tasks daily.
-  Update SIMS monthly, new marketing initiatives monthly.
-  Liaise with architects.
-  Client complaints and feedback weekly.
-  Market research bi-monthly.

SKILLS AND TRAITS

-  Deadline driven
-  Good management of staff and their time
-  Excellent project management skills
-  Good communication skills
-  Ability to work well under pressure
-  Excellent verbal and written communication
-  Ability to work on multiple tasks
-  High sense of urgency
-  Ability to problem solve

Should you wish to apply please send a motivational letter, CV, ID and Academic Records to careers@balwin.co.za

