

VACANCY

SALES REPRESENTATIVE



ABOUT MEATCO

Meatco, an equal opportunity employer, is a progressive organisation involved in the production, processing, value addition, and marketing of red meat and associated by-products.

POSITION: SALES REPRESENTATIVE

Purpose of the Job

To implement competitive and sustainable sales services to grow the brand equity, sales volume, market share, competitive advantage and corporate reputation of all local Market & Value-added products in existing and new distribution channels.

Key Performance Areas

- Grow sales volume and brand recognition of Meatco products in designated territory by developing new accounts and growing existing accounts across distribution channels.
- Implement sales plan for sales area based on established revenue goals and company objectives.
- Manage prospects and acquire new business through cold-calls and networking.
- Work closely with the Sales, Marketing, Logistics, Agro-processing, and Finance teams to ensure a high quality customer experience and quality interactions with the brand.
- Execute demand forecast reports by region and distribution channel and provide weekly and quarterly sales updates to Assistant Sales Manager.
- Recommend continuous improvement strategies and initiatives to management to optimize output to clients.
- Liaise with Stock Supervisor regarding stock levels and product type.
- Oversee all Meatco marketing assets in the outlets including permanent merchandising and signage.

Competency and Skill Requirements

- A bachelor's degree in marketing, Sales, Operations, Business Management or equivalent in a relevant field.
- Four (4) years of Sales experience, preferably in the food or FMCG industries, having successfully developed and expanded territory and distribution channels.
- Skilled in Salesforce, Emydex or similar CRM
- Knowledge of meat cuts and abattoir/deboning plants operation.
- Knowledge of Product Development, Sales Planning and Competitive Analysis.
- Excellent written and verbal communication, and presentation skills, with the ability to influence, negotiate and close sales.
- A valid Code B driving license.

Please note that only short-listed applicants will be contacted. Suitable candidates from designated groups are encouraged to apply.

To Apply: Please send your CV, a cover letter and supporting documents to: mrecruitment@meatco.com.na

Closing date: 20 February 2024



www.meatco.com.na



061 321 6000



MEATCO



MEATCO Namibia