

We're Hiring!

SALES & MARKETING SPECIALIST

Full time, 12 months contract | On-site

JOB DESCRIPTION

The Sales & Marketing Specialist, reporting directly to the Operations Manager, is responsible for executing the physical marketing, sales and trading strategies locally and internationally in a manner that advances the company's vision to become a global African commodities partner. This role involves creating new relationships and leveraging existing ones, working collaboratively across internal and external stakeholders for the successful execution of its mandate.

Required Skills

In-depth knowledge of the mining sector, including product, price drivers, delivery strategy, value chain dynamics (customers, suppliers, and logistics), with a proven track record of executing profitable transactions.

Ability to recognise when to act independently and when to seek guidance/confirmation in decision making.

Ability to operate within a complex, pressurised environment and maintain compliance with the company's ethics, values, and trade mandate.

Adaptability and solution-oriented problem solving.

Business opportunity identification and development.

Detail-oriented with a focus on accuracy and quality in work.

Effective verbal and written communication skills for effective stakeholder engagement. Emotional intelligence and interpersonal etiquette.

Proficient in MS Office Suite and other relevant software applications.

Strong organisational and multitasking skills to handle various tasks simultaneously.

Minimum Requirements

Matriculation / NSC

Driver's license

Knowledge of coal and gypsum will be advantageous

A proven track record of executing profitable transactions

Contactable employment references

Responsibilities

Identify potential customers, assessing levels of interest and suitability through research efforts and initiating contact with the purpose of closing sales.

Curate relevant marketing content with the relevant technical support for effective lead generation.

Organise and manage leads within the sales pipeline, making use of the available customer relationship management tools to track and nurture leads.

Collaborate with Operations team to develop and implement sales strategies.

Negotiate, conclude, and execute transactions, ensuring that commercial agreements and pricing adhere to company as well as regulatory and statutory guidelines and procedures.

Work closely with stakeholders to identify and develop new product solutions with end users.

Work with the Fulfilment team to ensure all contracts are performed, both on volume and contractual qualities in accordance with agreed period and terms.

Analyse market trends, competitor activities and client feedback to identify opportunities for growth.

Communicate all forms of market information in order to share knowledge internally benefiting other team members.

Monitor and analyse performance and provide insights for continuous improvement.

Provide regular reporting and analytics to the executive team

Utilise position and relationships to market products and services within Sedibelo Investments Holding.

Drive innovation within the area of responsibility and foster a culture of continuous improvement.

Market Related Salary

Submit your application to



Stephen@sedibelo.com

Should your application be successful, we will be in contact with you. Should you not hear from us within two weeks of application, please consider your application as unsuccessful.



Marketing & Trading