

Sales and Business Developer – DIY & Wholesale.

Basic, plus Car Allowance, cell phone, medical, pension, quarterly bonus and annual bonus

The Retail Business developer is responsible for the management of all retail and wholesale accounts.

AREA: GAUTENG

- Daily interaction and development of strategic Legrand topics with distributors/channel, with the planning of special actions to increase brand awareness and sales of products defined during the Annual Sales conference.
- Define with the Marketing and/or Communications Manager the required marketing & communication tools for each distributors/channel partner, such as catalogues, brochures, product displays, and signage for Legrand showroom developments within the retailer.
- Carry out on a regular basis training sessions and presentations to retail and wholesale customers.
- Carry out daily inspections of assigned Customer accounts, to establish correct practises according to Legrand's requirements.
- Make accurate sales/volume forecasts for specific product lines per Customer.
- Adequate market knowledge by continuously monitoring and analysing Competitors, market size & volume, new trends etc.
- Actively contribute to selling slow moving stock items, and the replenishment of each stores minimum level of stock holding as per Legrand's Discount structure KPI's to the Customer.
- Keep administrative records and carry out reporting as required by the employer.
- Respect and comply with Legrand sales strategy and company policies.
- Perform any other duties that can be reasonably expected within this position outside normal working hours.

Ideally you will possess the following:

- Diploma or relevant industry qualification in Electrical retail sales discipline is preferred or minimum 4 years equivalent industry experience.
- Matriculation, including English and Maths
- Good working knowledge of software packages e.g. Excel, Word and PowerPoint.
- Knowledge of construction procurement process stages and ability to identify opportunities to improve efficiency within a customers' requirements.

For Interview opportunities, please email your CV to: johan.bosch@legrand.co.za or jayson.gough@legrand.co.za

Or contact: +2711 444 7971