

VACANCY

Position title	Gauteng Regional Manager
Job grade	Middle Management
Key responsibilities	
<ul style="list-style-type: none">a) Assess local market conditions and identify current and prospective sales opportunities in the region.b) Review and analyse sales against company targets on monthly basis.c) Constantly monitor and aggressively pursue sales for all customers in the region.d) Continue to pursue opposition conversion opportunities.e) Stay abreast of competing markets and provide reports of market movement and penetration.f) Manage the regional team by ensuring the company policies are implemented, improve employees morale and engagement.g) Discuss with finance department when accounts need to be specially monitored due to negative market feedback.h) Maintain and increase market share by means of the company's growth initiatives.i) Promote, support, update, maintain and personalise all MiTek software offerings.j) Give feedback to customers on sales performance relative to other periods.k) Ensure the Customer Relations Management (CRM) system is updated.l) Ensure customers comply to standards set company and the industry.m) Monitor debtors and follow up on overdue accounts.n) Promote Corporate Citizenship initiativeo) Assess each customers manufacturing bottlenecks.p) Promote new or used machinery sales.q) Work closely with the Marketing department to ensure effective marketing, advertising of products, services and promoting the image of the company.r) Maintain effective internal communications to ensure that all relevant company departments are well informed about the regional activities.s) Feedback on customer software improvements and requirements.t) Perform any other duties to support and promote company goals.	
Unique Factors (e.g. frequent travel, shifts, etc.)	
The position will require some travelling.	
Relevant Qualification & Experience required	

Qualification:

- Business Management or equivalent Diploma/Degree.
- Design/Drafting qualification

Experience:

- Must have a minimum of 5 years management experience in building and construction industry.
- Usage of Microsoft based software and customer relations management system (CRM).
- Roof Design and Truss manufacturing experience.

Top Functional/Technical Competencies required

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| a) Leadership Skills | d) Basic Financial management |
| b) Business operations management | e) Customer Relations management |
| c) Sales & budgets | f) Business Acumen |

Top Personal/Leadership Competencies required

- a) Ability to think on his/her feet
- b) Creative and innovative mind
- c) Emotional maturity
- d) Logical and reasoning skills for problem solving
- e) Time management, organization and administration skills are necessary
- f) Ability to work under pressure
- g) Assertiveness

Interested applicants must submit their CV's and application forms to Elias Monareng (Elias.Monareng@mii.com), Human Resources on or before 23 August 2024