



## INTERNAL VACANCY – EXTERNAL SALES REPRESENTATIVE

Cabstrut is looking for a suitable candidate to fill the role of a **External Sales Representative** for their **Voltex Steel Processing: Bosal (Krugersdorp)** Business Unit (“the division”). This incumbent will be reporting to the **Branch Manager**.

The purpose of this role is to actively seek out and engage customer prospects. Provide solutions for customers to boost revenue growth.

### The key tasks & responsibilities for this position are to:

- Maintain sales and support to existing clients
- Call and follow up on Voltex branches and other identified customers
- Compile an accurate and comprehensive data base on customers and their relationships/influences
- Generating growth of allocated and new customer base
- Expand product range sold to Voltex branches
- Prepare customer proposals, reports and quotations
- Prepare and conduct training/presentations to customers
- Conduct exhibitions and customer specific training if required
- Update customer base on product updates and new products
- Prepare and report on sales for your area
- Attend key project or customer meetings
- Report on competitor activities in the area
- Compile monthly sales review and forecasts
- Assist engineering and technical staff with projects and studies
- Work closely with the Bosal Production Manager

### The key educational requirements and experience for this position would be:

- A valid Grade 12 certificate is a MUST

**JOHANNESBURG**  
Corner Union and  
Houtbaai Streets  
Union Park  
Alberton  
Tel : 011 622 8633  
cabstrut@voltex.co.za

**PRETORIA**  
Corner 14<sup>th</sup> Ave and  
636 Ella Street  
Rietfontein  
Tel : 012 329 6882  
cabpta@voltex.co.za

**DURBAN**  
2 Brickworks Way,  
Briardene  
Tel: 031 573 9400  
cabdurban@voltex.co.za

**CAPE TOWN**  
Unit 2A Inyoni Street  
Ndabeni  
Tel: 021 530 3560  
cabcape@voltex.co.za

**EAST LONDON**  
Unit 12A Brill Street  
Arcadia  
Tel: 043 722 6272

**PORT ELIZABETH**  
Unit 1 20 Lindsay  
Road  
Neave  
Tel : 041 451 2011

**GEORGE**  
No 72 Laing Street  
George Industria  
Tel: 044 874 1102



A division of Voltex (Pty) Ltd t/a Cabstrut  
Directors: S.A. Thwala, I.A. Baig, T. Steyn, J.L. Ranchod, K.J. Ndebele  
VAT No.: 4400310365  
Reg No.: 1964/006740/07





# CABSTRUT<sup>®</sup>

- Post matric technical qualification would be an ADVANTAGE
- A minimum of 4 years Electrical Sales experience
- Strong market sales record and knowledge of the South African market
- Valid driver's licence is a MUST
- Computer literate – preference will be given to users with strong K8 knowledge

## The desired skills and competencies required for this position amongst others would be:

- Proactive and drive to seek new business and meet or exceed targets, thorough understanding of the marketplace and end customers, with specific focus on securing sustainable and profitable revenue
- Business skills; an entrepreneurial spirit driven by targets
- Strategic thinking; ability to translate strategies into objectives and projects for implementation
- Project Management skills; ability to analyse, plan, design, develop, implement, train and support business systems
- Personal presentation; ability to maintain a professional, confident, and well-groomed appearance
- Company representation; ability to maintain a complete knowledge of organizational structure, present accurate information
- Time management skills; ability to manage own time and that of a team and being able to work in a fast-paced environment
- Stress tolerance; ability to work under pressure and meet tight deadlines
- “Hands on” approach with customers and ability to interpret and recommend most appropriate solutions
- Problem solving skills; ability to listen, understand and solve operational problems
- Critical thinking; ability to use logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems
- Attention to detail; being careful about detail and thorough in completing work tasks

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- Dependable; being reliable, responsible, and fulfilling obligations
- Co-operative attitude; being pleasant with others on the job
- Ability to work independently in a team and under pressure with minimal supervision
- Strong interpersonal skills to communicate with internal and external customers

Should you think that you would fit the above requirements, please forward your detailed CV on email to [danthony@cabstrut.co.za](mailto:danthony@cabstrut.co.za) on or before the **14<sup>th</sup> August 2024**.

**Should you not receive any feedback from Voltex within 3 weeks of applying, please consider your application as unsuccessful**

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