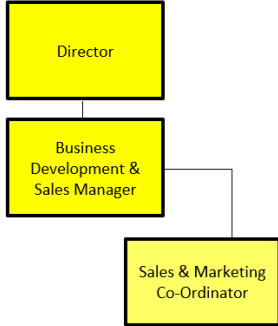


**REF NO:
INTERNAL VACANCY ADVERTISEMENT**

Designation	Sales & Marketing Co-Ordinator	Date of vacancy	Immediate
Department	Sales & Marketing	Geographic Area	Spray Pave Cape Town
Purpose of the job	To build and maintain Spray Pave client database in order to achieve business objectives.		

<p><u>Required outputs: Functional</u></p> <ul style="list-style-type: none"> • Customer Interface - Maintaining current client database. • Cold calling, Drive abouts, Bidders Lists, Site Attendance Registers – creating new customer database. • Analyse trends and market strategies in the industry. • Establish and adjust selling prices by monitoring costs, the impact of competitors in the market and around the project. • Tracking of monthly sales. • Customer Surveys – Assist in improving current service requirements. • Source targeted projects to secure a quality order book • Manage key accounts of strategic clients • Provide quotations to potential and current clients 	<p><u>Organogram</u></p>  <pre> graph TD Director[Director] --- BSM[Business Development & Sales Manager] BSM --- SMC[Sales & Marketing Co-Ordinator] </pre>
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<p><u>Qualifications and expertise required (Must)</u></p> <ul style="list-style-type: none"> • Degree/Diploma in a related field • 5 year’s experience as a Sales & Marketing Co- Ordinator • Strong business sense and industry expertise • Strong Negotiation Skills • People’s Person • Valid driver’s license 	<p><u>Competencies (skills, knowledge and characteristics).</u></p> <ul style="list-style-type: none"> • Safety Awareness • Good customer service skills • Knowledge of bituminous road building products • Good communication and organisational skills • Team player • Systemic Problem Solving & Decision Making 	<p>Applicable</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p>
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Spray Pave is committed to enabling individuals, previously disadvantaged by discriminatory practices to gain full and equal access to opportunities appropriate to their competency and potential.

All applications to be submitted in English

**Forward application form to Yolandi van Wyk on
email:yolandi.vanwyk@spraypave.co.za**

Closing date: 19 March 2021

Application to be copied to your Manager.