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RM WISPECO STEEL AND ALUMINIUM (PTY) LTD
(Reg. No. 2018/0465)

VACANCY

BRANCH MANAGER: OSHAKATI

Key Responsibilities:

- ✓ The Branch Manager is responsible for the effective co-ordination of his team and obtaining maximum profitability of a product in the market.
- ✓ Broadening the customer base and applying strategies to increase the profit margin.
- ✓ Develops a sales strategy and develops a business plan for the organisation such that it maximizes profits.
- ✓ Prepares a plan of execution for his team to achieve profit targets.
- ✓ Should provide feedback to superior authorities on a regular basis.
- ✓ Study the competition and come up with an effective plan to make the product of the organization superior.
- ✓ Maintain a precise record of all prices, sales and activity reports.
- ✓ Create a budget and all activities should comply according to guidelines.
- ✓ Responsible for existing and new customers through appropriate propositions and ethical sales methods, to optimise quality of service, business growth, and customer satisfaction.
- ✓ Monitor, measure and report on HR issues, opportunities and development plans and achievements.
- ✓ Must be able to motivate the team to meet sales targets and to improve performance, recruit staff, train and develop staff, according to company policies and employment laws, and ensure relevant HR procedures are followed (appraisals, discipline, grievance, etc.).
- ✓ Attend meetings and contribute to company strategy
- ✓ Adhere to health and safety policy, and other requirements relating to care of equipment.
- ✓ Manage all incoming tenders, deadlines and follow-ups.
- ✓ Manage Buying department, stock levels, outstanding orders, transport issues, new suppliers and

Minimum requirements:

- ✓ Grade 12 and relevant tertiary qualification
- ✓ 5-8 years working experience in supervisory/management role.
- ✓ Excellent computer literacy (Microsoft Office & Accounting systems.)
- ✓ Ability to prioritise work, work efficiently and accurately under pressure.
- ✓ Excellent spoken and written communication skills.
- ✓ An ability to see opportunities and grasp them
- ✓ An ability to prepare and manage budgets and targets
- ✓ Analytical ability
- ✓ A high need for achievement
- ✓ Self-discipline and driven to succeed
- ✓ An ability to build relationships quickly and effectively

Closing date: Monday, 16 June 2025