

Position:	Parts Salesman
Organizational Group:	Technical Staff / Coordinator II
Company:	Nors Namibia
Work place:	Windhoek

Main Responsibilities:	- Carry out external sales in the defined areas. - Carry out visits to Customers and capture the maintenance needs of the equipment sold. - Receive Customer complaints and report these to superior. - Comply with the guidelines of Company in order to ensure the completion of the equipment sales business. - Ensure the acquisition of new Customers and promote the competitiveness of the Company's business. - Ensure the management and monitoring of the Customer portfolio, by analyzing the Customer purchase history. - Comply with the rules and guidelines defined in the commercial performance model. - Identify opportunities that enhance business development and Customer satisfaction. - Ensure the preparation of weekly reports of the commercial activity carried out. - Perform all daily tasks within the scope of your area, ensuring compliance with all objectives and procedures established by the area. - Logging daily calls and completing timely follow-ups on pending quotes. - Providing regular reports on competitor pricing, activities, and strategies. - Expanding the company's footprint within the assigned sales territory. - Maintaining consistent daily customer visits.
Requirements:	- 2 years of professional experience in the Sales area. Preferably Parts Sales - Grade 12 - with a pass in English. Tertiary Level qualification, in Business Management and/or Marketing or equivalent. - Good Written and Oral English Communication Skills. Afrikaans and/or any other indigenous language will be an advantage. - Have computer literacy: intermediary knowledge of Microsoft Office. Knowledge of SAP will be an advantage. - Strong Commercial and Sales Techniques. - Claims Management Skills. - Customer Loyalty Management and Good Service Practices. - Analysis, Negotiation and Decision Making Skills. - Focus on Results. - Openness to Change and Learning. - Relatability and Team working skills. - Strong Professional Ethics. - Must be willing to undergo a polygraph examination.
Application Deadline:	The deadline to present your application is 10 working days, starting from the disclosure of this announcement.
Contact for Application:	Please apply through our recruitment portal at www.jobopportunities.net . Ensure your application includes a detailed cover letter, a comprehensive CV, and any relevant certifications.