

Re-advert Domestic Sales and Customer Relationship Manager

Ref: DOS18 / 2025

Closing Date: 11 April 2025 @ 16h00

The Domestic Sales and Customer Relationship Manager is responsible for generating sales revenue, manage key accounts, customer relations and managing local distribution points.

Main Responsibilities: * Growing Sales Revenues in the domestic market * Develop and implement a Sales strategic plan for the domestic market. * Drive the implementation of the Sales Plan. * Convert strategy into final sales to support the sales plan * Manage the daily operations of the sales function * Ensure that the sales revenue target is met * Perform relevant key account management functions * Investigate and respond to market needs * Develop and manage the customer database * Appoint capable agents or distributors in different markets * Responsible for managing customer relationships * Conduct relevant statistical and financial analyses * Sales Budget and Resource Management *Manage the domestic sales expense budget. *Conduct relevant forecasting for production. *Initiate and prepare pricing of domestic products. *Conduct relevant reporting monthly and quarterly * Manage and control the department's relevant cost centres/budget to ensure alignment to the organisation's revenue and efficiency objectives. * Build and maintain effective internal and external stakeholder relationships for the purpose of expectations management, knowledge sharing and integration, and to manage the organisation's reputation *Represent and participate in the organisation's committees and task teams when required * Responsible for the evaluation of services related to contracts with external service providers to ensure delivery of required service(s) are met and meets the required standard *Responsible for guiding the determination of staffing requirements and overseeing all personnel processes for the department, incl. performance management, mentoring, coaching, recruitment, engagement etc *Ensure the mitigation of the department's risk profile through the application of fraud controls and risk prevention principles and implementing of sound governance and compliance processes and tools to identify and manage risks.

Minimum Requirements: *. Formal Qualification in Marketing / Business Management / Biological Sciences/Pharmacy (NQF 7). *10 Years' experience in Pharmaceutical Sales Administration or FMCG sales experience, with 2 years' managerial or supervisory experience.

Remuneration: A Paterson Grade D remuneration package will be offered that is commensurate with experience and qualification of the successful candidate.

NOTES:

OBP reserves the right to fill any of its positions.

Suitably qualified candidates should submit their applications online at [PNET https://www.pnet.co.za](https://www.pnet.co.za) by the closing date. No late applications will be accepted or considered after the closing date.

Only shortlisted candidates will be contacted.