

WE WANT YOU!



Macmillan Education is a place where vibrant minds meet. We're a trusted education brand and our core values are to be **Passionate**, **Supportive** and **Inventive** in everything we do.

We've been around for a while (since 1843), but that doesn't mean that we're old fashioned. We consider ourselves to be confident, self-assured, entrepreneurial and, especially, ground breaking!

We're in the business of helping people learn and to better their lives through education, and as a result we look for individuals who are not just passionate about education, but also about making a difference.

As the publishers and marketers of quality textbooks and educational support materials, we aim to transform learning through discovery.



Job title:	Provincial Sales and Marketing Manager: Limpopo
Department:	Sales & Marketing
Location:	Field Based – Limpopo
Salary:	Market related
Reporting to:	Head of National School Sales
Reference number:	PSM/MSA/150319

Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced professional to the position of **Provincial Sales and Marketing Manager: Limpopo**, to lead, manage and control the sales activities by setting and driving the achievement of targets that will ensure the growth and profitability of Macmillan's products and services.

Requirements:

- Relevant Diploma in Sales / Marketing or BCom Degree
- A minimum of 3+ years' experience in a Sales Management position.
- Sales experience in the Publishing industry will be an advantage
- Proficient in local languages (advantageous)
- Experience of working within international companies, preferably in the media or education sectors.
- Knowledge of developing and implementing large-scale and complex sales campaigns at a provincial level.
- Experience of liaising with government officials at a provincial level.
- Deep understanding of the South African education landscape.
- Ability to conduct product training workshops

Key Responsibilities:

- To prepare, implement and drive the Provincial sales plan that will ensure that the budgeted sales targets are achieved or exceeded.
- An annual Provincial sales plan, stipulating expected monthly performance per sales staff member, prepared and communicated as required, in consultation with the Head of National School Sales.
- To ensure that you and all sales staff have developed and maintained knowledge of the product range to close adoptions and grow market share.
- To drive the customer centricity plan within the sales team to ensure long-term relationships are cultivated such that the win/win principle is achieved.
- To jointly co-ordinate and communicate with Marketing and Operations regarding sales operational issues in order to ensure that return on investment is maximised.
- To jointly co-ordinate and communicate new publishing concepts with Publishing in order to keep abreast with curriculum and market requirements.
- To proactively manage your own KPAs and the KPAs of direct reporting staff members.

Applications:

All External applicants who are interested in this position and who meet the requirements may apply through the following link:

<https://career5.successfactors.eu/sfcareer/jobreqcareer?jobId=22858&company=C0001215517P&username=>

For any technical issues when logging onto the system, please contact Cheryl Samson in HR at **recruitment@macmillan.co.za**.

Closing date: 15 March 2019

If you have not been contacted within three weeks of the closing date, please consider your application unsuccessful.

NB: In terms of meeting the company's goals with respect to Employment Equity, people with disabilities are encouraged to apply.