

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: Sales and Marketing Representative: Eastern Cape
Department: Sales & Marketing
Location: Field Based – Eastern Cape
Salary: Market related
Reporting to: Head of National School Sales
Reference number: PSM/MSA/160319

Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced professional to the position of **Sales and Marketing Representative: Eastern Cape** to manage and grow sales within a geographic territory by closing new and maintaining existing adoptions and by providing excellent service to customers through providing information and samples of appropriate products and supplements.

Requirements:

- Grade 12 or equivalent (required).
- Degree or Diploma, preferably in commerce or education (desired).
- 3+ years' experience in a similar Sales position.
- Experience of working within international and local companies, preferably in the sales and marketing or education sectors.
- Experience of negotiating with teachers, principals, education officials or other relevant decision makers.
- Deep understanding of the South African education landscape.
- Able to multi-task/ crisis manage.
- Strong communication skills.
- Able to travel nationally.
- Maintain confidentiality and integrity.
- Ability to work in a matrix structure.
- Able to competently use office productivity software.
- Must be in possession of a valid driver's license.

Key Responsibilities:

- To promote Macmillan's product range to targeted schools and TVET College staff, booksellers, education officials and librarians using a needs-based methodology in order to achieve or exceed annual turnover targets.
- To develop and maintain knowledge of the product range to ensure existing adoptions are maintained and take-away opportunities are capitalized on.
- To identify new customers and opportunities to which we can promote our product range in order to grow our market reach and revenue in a most effective manner.
- To comply with the customer centricity plan to ensure long-term relationships are cultivated such that the win/win principle is achieved.
- To communicate with line manager regarding market intelligence to position the company to capitalise on opportunities.
- To conduct administrative duties timeously and accurately in order to aid planning, improve productivity and maintain the integrity of market information.

Applications:

All internal applicants who are interested in this position and who meet the requirements may apply through the internal online system using the following link:

<https://performancemanager5.successfactors.eu/sf/jobreq?jobId=26229&company=C0001215517P&username=>

Please note the above link can only be accessed by internal employees of Macmillan Education.

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=26229&company=C0001215517P&username=>

Closing date: 16 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.