



JonathanBall*Publishers*

Sales Manager

This leading South African book publisher and distributor requires the services of a Sales Manager (National) for their Trade Division, based in Johannesburg.

Job Requirements:

- Management and sales experience in a publishing sales environment, preferably within the international agency arena
- Excellent communication skills in English, both written and verbal
- Ability to foster good relations with overseas principals, bookshops and colleagues
- Strong interpersonal, organisational and administrative skills
- Financial acumen is essential
- The candidate must be prepared to work out of office hours when required and represent the company in a beneficial light
- Must be self-motivated, pro-active and able to work independently
- Must be available for travel
- A tertiary qualification is preferable
- Computer literacy

Duties would include:

- Overall responsibility for performance of designated agencies
- Buying and pricing to achieve defined margins
- Driving sales of our books to our customer base
- Managing key account customers
- Managing and achieving set annual sales, marketing and expense budgets
- Liaison with customers and UK/USA suppliers
- Motivating and managing sales representatives and admin staff
- Stock management
- Management of marketing processes

The company offers a competitive salary, as well as membership to the Retirement Fund and optional membership to the Medical Aid.

Given our employment equity guidelines, preference will be given to suitable candidates from the designated groups.

Anyone who is interested in applying for this position and who meets the requirements of the post may direct an application in the form of a comprehensive CV and covering letter on the online platform link below:

<https://media24.simplify.hr/vacancy/xkcsao>

CLOSING DATE FOR APPLICATIONS: 25 April 2019

Only short listed candidates will be interviewed.

Please note that if you have not heard from us by 3 May 2019 you should regard your application as unsuccessful.