

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 Representative: Western Cape
Department:	Sales & Marketing
Location:	Field Based – Western Cape
Salary:	Market related
Reporting to:	Provincial Sales and Marketing Manager: Western Cape
Reference number:	PSM/MSA/09092019

Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced professional to the position of **Provincial Sales and Marketing Representative: Western 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.
- 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=27443&company=C0001215517P&username=>

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

<https://career5.successfactors.eu/sfcareer/jobreqcareer?jobId=27443&company=C0001215517P&username=>

Closing date: 27 September 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.