

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: North West
Department:	Sales
Location:	North West
Salary:	Market related
Reporting to:	National Sales Manager
Reference number:	PSM/MSA/150917

Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced professional to the position of Provincial Sales and Marketing Manager: North West, 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 B com Degree would be preferred
- A minimum of 3+ years' experience in a Sales Management position.
- Sales experience in the Publishing industry will be an advantage
- Proficient in Setswana (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 National Sales Manager.
- 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.

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

Applications: Candidates who are interested in this position and who meet the requirements, may forward their CVs to Cheryl Samson in the HR Department, on the following email recruitment@macmillan.co.za.

Closing date: 15th September 2017

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