

Position: Commercial Sales Manager
Business Unit: Isuzu Trucks
Location: City Deep
Reporting to: Dealer Principal



Overview: Job purpose and deliverables

Purpose of the role: The core purpose of this position is to manage the sales team to sell the maximum number of Trucks at optimum profitability whilst ensuring customer satisfaction and growing market share. To be successful in the role, you will be an inspiring leader, be target driven and excel at building trusting relationships, both with employees and clients. You will have a strong understanding of customer expectations.

Key deliverables and outputs:

- Analyse the SA Trucks market and dealer operations, identify opportunities and build the market share within your own area of responsibility.
- Have a thorough understanding of Key Financial Indicators and manage these to ensure optimal performance within the New Sales division.
- Manage financial risk and inventory security through effective stock control processes.
- Manage the sales process to satisfy the customer's needs, ensuring CSI targets are met continuously.
- Use NMI & OEM sales systems and procedures and ensure these are followed by your team as well.
- Recruit, appoint and develop staff, continuously monitoring performance, and addressing issues of concern.
- Lead the team to develop and maintain positive working relationships and reach objectives.
- Understand and implement NMI value-based management principles.

Overview: Essential individual competencies to be successful in the job

Academic qualifications:

- Matric Certificate
- Unendorsed driver's license
- Preferably code 14
- A marketing or finance diploma/degree will be an advantage.

Work experience:

- 3-5 years' experience in the field in a management capacity
- Experience within Trucks environment will be an advantage.
- Understanding of and proven ability to achieve financial benchmarks & targets.

Knowledge and Skills:

- Sales and marketing principles
- People management
- Financial key indicators
- Computer and DMS systems
- Product knowledge

Behavioural Attributes:

- Customer relationship skills
- Financial management
- Interpersonal skills
- Communication, presentation
- Coaching skills
- Planning and organizing
- Target Driven

Level of Decision-Making

Decision making takes operational trends and business plan into account and generates multiple possibilities that involve trade-offs and juggling of multiple variables (budget, people, technology).

Level of Problem Solving

Problem solving requires specialist and/or highly technical ideas/concepts.

APPLICATIONS MUST BE FORWARDED TO: ON, OR BEFORE: 22 November 2024

Email: Recruitment@nmi.co.za

Please use reference number: New Commercial Sales Manager Isuzu Trucks City Deep

Any internal employee who considers this opportunity must inform his/her manager prior to applying/attending an interview.

Should you not receive a response in 10 days, please consider your application as unsuccessful as Selection will be done in terms of the company's Employment Equity Policy