



## **Job Title: Salesman/Driver**

Job Type: Full Time

**We are looking for a proactive and dynamic individual to join our team as a Field Sales Representative (Salesman/Driver). The role combines sales and customer relationship management, with a focus on visiting tinters, fostering strong partnerships, and expanding our customer base.**

### **Job Responsibilities:**

1. **Customers Visits:** Regularly visit existing players across Mauritius to maintain strong business relationships, discuss product offerings, and provide support and training on our window film products.
2. **Client Feedback:** Gather feedback from clients about product performance, customer preferences, market trends, and competitor activities. Provide this feedback to the management team to assist in product development and improvement.
3. **Order Management:** Receive and process orders from clients, ensuring accurate details and timely delivery from the warehouse. Maintain proper documentation of orders and related information.
4. **Prospecting Potential Customers:** Dedicate one day each week to identify and visit potential new customers, including commercial establishments. Prepare sales kits to be presented to decision-makers during these visits.
5. **Objective:** Set and achieve weekly targets for the number of clients visited, orders received, and prospective leads generated, as per key performance indicators (KPIs) established by the management.
6. **Product Knowledge:** Develop a deep understanding of our window film products, their features, benefits, and applications. Effectively communicate this knowledge to tinters and potential customers.
7. **Sales Negotiation:** Engage in sales negotiations with tinters and potential customers to drive sales and secure long-term partnerships. Showcase the value of our products and demonstrate how they meet specific needs.

### **Qualifications:**

- Minimum School Certificate (SC) qualification is required.
- Proven sales experience, preferably in the automotive or construction industry (sales in Hardware shops/Quincaillerie).
- Strong communication and interpersonal skills to engage effectively with clients.
- Excellent organizational and time-management abilities to manage scheduled visits and meet KPIs.
- A valid driver's license for private car is required.
- Knowledge of window film products or the automotive/construction market is a plus.
- Goal-oriented, self-motivated, and able to work independently as well as part of a team.

### **Package:**

- Basic salary of Rs 18,000 with Sales commission
- Performance bonuses based on the satisfaction of Key Performance Indicators (KPIs)
- Company vehicle or car allowance.
- Fuel allowance
- Medical and accident insurance.

Interested candidates are invited to submit their CV and cover letter to [parvez@birmingham.mu](mailto:parvez@birmingham.mu)



APPLICATION DEADLINE: 15 August 2023