

Export Sales

Lasec Export is looking to recruit a Franco-phone / French Sales Solutions Specialist based at their Cape Town Office. Reporting to the Export Manager the incumbent will form part of a team selling imported laboratory equipment and consumables into designated French speaking African countries.

Requirements :

BSc Degree or B-Tech or something similar with Science will be an advantage

Experience in a sales role selling into Africa, with specific emphasis on Franco-phone /French Speaking territories. Or good sales Experience

Fluent in spoken and written French and English.

A good understanding and working knowledge of Microsoft Word, Excel and Outlook.

Possess high levels of self-motivation, energy and the ability to work as part of a team.

Summary of duties and responsibilities:

Achieve and exceed sales targets.

Dealing with existing clients and aggressively prospecting for new clients for the Company.

Establishing and developing and growing sustainable relationships with the clients.

Taking specifications from the client, researching the products required and correlating these to the products sold by the Company and developing a quotation for the client.

Following up with the clients in a disciplined and firm manner in line with LASEC's core values.

Once quotations are accepted, process orders, follow up on back-orders, ensure receipt of payments, have orders despatched and track goods in transit until the goods have successfully reached the customer – with maximum emphasis on customer satisfaction.

Update and maintain the customer database.

A willingness to travel into Africa to visit clients is a strong pre requisite of the position coupled with a strong understanding of ROI associated with travelling into Africa.

Remuneration will be discussed at final interview stage.

Should you wish to apply for the position please email your CV to len.weideman@lasec.co.za