



<https://jobsinjoburg.co.za/job/counter-sales-assistant-steel/>

Counter Sales Assistant (Steel)

Description

A busy steel and hardware distributor is looking to employ an energetic and outgoing person to assist customers with their selections.

Responsibilities

- Greet customers and assist with all inquiries.
- Answering incoming calls and converting inquiries into sales.
- Assist with products and solutions for sale and assisting in sourcing stock (standard and non-standard).
- Responsible for the processing of customer orders, as well as expediting deliveries /collection instructions.
- Provide quotations to the clients, via Syspro.
- Daily upkeep of backorders and releasing of stock for clients.
- Advise customers with respect to stock availability, lead times etc.
- Develop new sales opportunities through cold calls to potential clients. Keep abreast with regards to latest product trends / developments to provide the best advice to the clients
- Have an understanding on how the different products work
- Ensure that their respective sales and GP targets are achieved monthly.
- Provide after sales follow up to ensure that the customers are satisfied with the service
- Handle administrative duties
- Liaise with warehouse manager regarding deliveries
- Liaise with external sales staff on customer visits as and when required,
- Providing leads to external staff

Qualifications

- 2 years' experience selling of steel and industrial hardware products is essential and not negotiable
- Computer literate
- Syspro experience will be an advantage

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Hiring organization

Jobs in Johannesburg

Employment Type

Full-time

Job Location

Booyens, Johannesburg

Date posted

April 8, 2024

Valid through

30.04.2024