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Career Opportunity

Reporting to the Sales Director, the successful candidate will be responsible for providing strategic direction to the TVET, Trade and Key Accounts sales teams formulate sales strategies and tactical plans in line with market needs and oversee implementation of plans in order to increase sales and market share in the Southern African market.

Sales Manager – Key Accounts, Trade and TVET

The successful applicant will need: ● A relevant degree ● 5 years' sales experience, key account management experience, knowledge of the Education/TVET/Publishing environment will be an added, ● 3 years management experience ● Market research skills ● Budget Control experience ● Strong presentation and communication skills ● Strong relationship building skills, project management ● Strong leadership skills ● Excellent communication and negotiation skills ● Good report writing skills ● Driver's license and vehicle ● Experience in delivering training ● Willingness to travel.

If you can lead and motivate people and are determined and innovative, we would like to hear from you.

Remuneration will be commensurate with experience. We offer pension and medical aid benefits, 20 working days' leave, statutory leave, training opportunities and engaging work in a rewarding and ethical environment.

Oxford University Press, an equal opportunity employer, seeks a talented individual to fill this post in its Sales Department, based in the Cape Town. Oxford University Press will consider all applications in terms of its Employment Equity Plan, which acknowledges the need for transformation.

APPLY NOW!

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Oxford University Press, a department of the University of Oxford, is the largest university press in the world, and has been creating educational and academic resources for more than 450 years.

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To apply, please forward a letter of motivation and your CV to

za.recruitment@oup.com

Closing date for applications:

15th December 2018

“We are a leading educational publisher, committed to the growth of South Africa and its people through the provision of excellent education materials and support.”