SHUTER & SHOOTER IS RECRUITING

SHUTER & SHOOTER PUBLISHERS (PTY) LTD is one of South Africa’s oldest and most respected educational publishers. We are currently looking for a new Sales and Marketing Representative in Gauteng who will help us grow our market reach and revenue.

The position requires enthusiastic, stimulating, lively and persuasive communication. Decisiveness and a strong sense of urgency coupled with the ability to effectively motivate and delegate are necessary. Independent initiative, drive and competitiveness is required. The work requires confidence, risk-taking, flexibility, determination and a strong selling style. A goal-oriented generalist with a genuine interest in the development of other people would best meet the demands of the position. The emphasis is on teacher training and sales.

PURPOSE OF THE JOB:
Shuter & Shooter Publishers (Pty) Ltd is seeking to appoint an experienced professional to the position of Sales and Marketing Representative in Gauteng. This role will be responsible for selling our range of products and services to schools and educational book sellers with the aim of growing Shuter & Shooter’s revenue, market share and profits.

JOB REQUIREMENTS:
1. Degree or diploma, preferably in business or education
2. 3+ years’ experience in sales and marketing
3. Experience in implementing large-scale promotional campaigns
4. Experience in arranging and hosting teacher training workshops
5. Experience in liaising with government officials, school staff members and labour unions
6. Understanding of the South African education landscape
7. Ability to travel extensively

KEY RESPONSIBILITIES:
1. Execute the provincial sales and marketing plan that will ensure revenue, market share and profit targets are met.
2. Plan and host teacher training workshops across the province.
3. Ensure that you have in-depth knowledge of all products, services and technology solutions that Shuter & Shooter has to offer
4. Represent Shuter & Shooter at all applicable conferences, exhibitions and trade shows
5. Gather market information so that appropriate decisions can be made and marketing plans can be introduced

IMPORTANT NOTICE:
In terms of meeting Shuter & Shooter’s goals with regards to Employment Equity, historically disadvantaged individuals as well as people with disabilities are encouraged to apply.

APPLICATION PROCESS:
Candidates who are interested in this position and who meet the requirements may forward their CVs to Hameshni Naidoo (email: hameshni@shuter.co.za) in the Human Resources Department. If you have not been contacted within a three-week period of the closing date, then please consider your application unsuccessful.