

## WE WANT YOU!



Macmillan Education is a place where vibrant minds meet. We're a trusted education brand and our core values are to be **Passionate**, **Supportive** and **Inventive** in everything we do.

*We've been around for a while (since 1843), but that doesn't mean that we're old fashioned. We consider ourselves to be confident, self-assured, entrepreneurial and, especially, ground breaking!*

*We're in the business of helping people learn and to better their lives through education, and as a result we look for individuals who are not just passionate about education, but also about making a difference.*

*As the publishers and marketers of quality textbooks and educational support materials, we aim to transform learning through discovery.*



<b>Job title:</b>	Provincial Sales and Marketing Manager: Gauteng
<b>Department:</b>	Sales & Marketing
<b>Location:</b>	Field Based – Gauteng
<b>Salary:</b>	Market related
<b>Reporting to:</b>	Head of National School Sales
<b>Reference number:</b>	

### Who We Are

Macmillan Education (part of Springer Nature) is a world-class educational content and service provider. As a trusted publishing brand in Southern Africa, we support learners, teachers, and institutions throughout their educational journey by offering them engaging and flexible content formats. Our passion for learning and our commitment to elevating education in Southern Africa make us a leading partner in driving learner performance and assisting educators in delivering excellent results.

### Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced professional to the position of **Provincial Sales and Marketing Manager: Gauteng** to manage and grow sales within a geographic territory by closing new and maintaining existing adoptions and by providing excellent service to customers through providing information and samples of appropriate products and supplements.

### Requirements:

- Grade 12 or equivalent (required).
- Relevant Diploma in Sales / Marketing or Education would be preferred
- 3+ years' experience in a similar sales position.
- Experience of working within multinational companies.
- Experience of negotiating with teachers, principals, education officials or other relevant decision makers.
- Deep understanding of the South African education landscape.
- Strong communication skills.
- Maintain confidentiality and integrity.

- Able to competently use office productivity software.
- Must be in possession of a valid driver's license.

### **Key Responsibilities:**

- To promote Macmillan's product range to targeted schools, TVET Colleges ~~staff~~, booksellers, education officials and corporate using a needs-based methodology to achieve or exceed annual turnover targets.
- To develop and maintain knowledge of the product range to ensure existing adoptions are maintained and take-away opportunities are capitalized on.
- To identify new customers and opportunities to which we can promote our product range in order to grow our market reach and revenue in the most effective manner.
- To comply with the customer centricity plan to ensure long-term relationships are cultivated such that the win/win principle is achieved.
- To constantly communicate with line manager regarding market intelligence.
- To conduct administrative duties timeously and accurately in order to aid planning, improve productivity and maintain the integrity of market information.

**Applications:** Candidates who are interested in this position and who meet the requirements, may apply using the below links:

[Internal Applicants](#)

[External Applicants](#)

For any system related queries, please contact Luyanda Ntlabati on [recruitment@macmillan.co.za](mailto:recruitment@macmillan.co.za)

**Closing date: 29 January 2025**

If you have not been contacted within a 3-week period of the closing date, please consider your application unsuccessful.

NB: In terms of meeting the company's goals with respect to Employment Equity, people with disabilities are encouraged to apply.