

Country Manager – South Africa

Radicon is looking to introduce a new position to develop new customers in South Africa by creating a business strategy based on market research of industries and their needs for our products. Reporting to the Group General Manager of the Benzlers-Radicon business you will be responsible for gaining, analysing and understanding the research data and to liaise with the General Managers of the Company to determine viable ways of approaching the cost effective growth of a business in South Africa.

Duties will include active involvement in a wide range of business development and sales expertise to grow the business with the following responsibilities:

- Generation of prospects and sales in accordance with above Job Purpose Summary.
- Survey to rapidly gain, and maintain, market, product, competition and customer profiles
- Lead strategic planning for the region
- To identify customer alignment with our Value Proposition and to obtain qualified enquiries.
- Management and monitoring of live sales proposals.
- Negotiation of sales proposals and conversion into profitable orders.
- Liaison with senior sales, Legal (contract & risk management) operations, engineering, programme management and finance in all aspects, especially order negotiation and order hand over.
- Reporting on sales planning, activities and results.
- Forecasting of future order input and margins.
- Responsible for ensuring that customer relationships and all business dealings are compliant with the Benzlers-Radicon Group guidelines/requirements.

As our ideal candidate, you will have market research/analytical background within an engineering environment, excellent sales and negotiation skills, demonstrate innovative thinking, and strive to achieve results. It would be advantageous to hold a degree in a relevant subject matter and also have worked in previous roles to gain general management skills to set up a new business based on the industry requirements identified.

If this role is of interest to you and you believe that you possess the relevant skills then please email a cover letter along with your CV to: careers@radicon.com

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