

**VACANCY:** Sales Representative x 3  
**REPORTS TO:** Sales Manager  
**DIVISION:** RCA Surgical and Interventional  
**AREA:** Pretoria/ KZN/ Joburg

#### **Introduction:**

The purpose of the Sales Representative is to promote, market & sell/grow the Surgical and Interventional product portfolio within the RCA Surgical and Interventional division. Achieving monthly sales budget whilst covering a dedicated Territory (Sales Area) assigned to him/her.

To take care of all customer needs in this assigned area, to co-ordinate and solve all customer related queries/complaints and to ensure customers are always satisfied with the service received from RCA. The Surgical and Interventional sales representative's role will contribute to the overall achievement of the Surgical and Interventional Division's Sales, business strategies, vision, mission, and goals.

**An opportunity exists within the RCA Surgical and Interventional Division. The ideal candidate will possess the following:**

#### **Job Specification:**

##### **Duties & Responsibilities**

- Increase market share within the assigned territory.
- Meet monthly, quarterly and annual sales targets.
- Develop and maintain customer relationships.
- Support and maintain the clinical and sales requirements from customers.
- Provide market intelligence to management.
- Maintain a professional work ethic.
- Stringent management of personal and territory consignment inventory
- Complete weekly/ monthly/ quarterly sales plans
- Weekly and monthly sales call reports submitted to Sales Manager.
- Submit weekly sales forecast on closing revenue vs budget for the month.
- Meet KPI's as set by management.
- It is the responsibility of the sales representative to ensure that their product knowledge is up to date and comprehensive to effectively promote and support the products.
- It is the responsibility of the sales representative to keep their CRICE certification up to date. The cost thereof will be for the company.
- Effective time management.
- Planning and reporting to be done on outlook calendar.

**Job Requirements:**

- Highly driven, responsible, confident, ethical and self-motivation a key characteristic
- Relationship building skills.
- A team player.
- Minimum five years active sales experience in the medical devices industry
- Proven experience in the Surgical/Suture environment.
- Travel outside of the assigned territory may be required from time to time.
- Attendance to sales meetings, workshops, conferences, congresses etc would be required.
- Working outside of normal working hours including weekends and public holidays may be required from time to time.
- Strict adherence to company policies and rules
- Suitable Life Sciences qualification an advantage
- Matric Certificate mandatory
- Valid driver licence
- IT literate with knowledge on Office 365 including.
  - Outlook
  - Excel
  - PowerPoint
  - SharePoint

The position will report directly to the Sales Manager: Should you believe that you meet the above criteria and would be interested in applying for the position, please submit your application in writing (email is permissible), with a short motivation in support of your application to the HR Team (recruit@rca.co.za), by no later than COB Friday 22<sup>nd</sup> of November 2024.

Should you not be contacted within two weeks of your application being submitted, please consider your application unsuccessful.