

VACANCY

Position title	Account Manager
Job title of Direct Manager/Supervisor	Gauteng Regional Manager
Key responsibilities	
<ol style="list-style-type: none">1. Build customer relationship.2. Assist customers to improve sales or profitability.3. Promote & sell all MiTek brands to targeted customers (i.e.: Fabricators, Hardware Sales, distributor etc).4. Oversee component manufacturer machinery requirements & training5. Manage component manufacturer software requirements & training.6. Be fully aware of the available machineries offered by MiTek.7. Assess each truss plant and identify manufacturing bottlenecks.8. Promote new or used machinery to fabricators based on the bottlenecks identified.9. Inform finance department when accounts need to be specially monitored due to negative market feedback.10. Supply monthly reports based on standard report layout.11. Ensure CRM is up to date with ALL the latest information on a weekly basis12. Ensure all equipment users are trained to use our equipment correctly.13. Ensure licence, and supply agreements are in place, up to date and adhered to.14. Check quality of trusses against MiTek standards and report any problems to the customer.15. Perform any other general branch administrative duties	
Unique Factors (e.g. frequent travel, shifts, etc.)	
The incumbent will be required to work long hours (including driving), arrange, and provide Software Training, Marketing, Year-end Functions. S/He will also be expected to help the Customer on-site with detailed software queries (sometimes including minor programming knowledge) or factory queries/problems. Travelling to various provinces including sleep overs.	
Relevant Qualification & Experience required	
Qualification: <ul style="list-style-type: none">• Business Management /Technical qualification Experience: <ul style="list-style-type: none">• Must have a minimum of 5 years' years general management experience in the fabricated truss industry. Usage of Pamir or any design package or equivalent will be an advantage.	
Top Functional/Technical Competencies required	

<ul style="list-style-type: none"> a) Truss production knowledge b) Engineering background c) Excellent Customer Relations Skills 	<ul style="list-style-type: none"> d) Business Acumen e) MS Office Intermediate f) Excellent Communication skills
<p>Top Personal/Leadership Competencies required</p>	
<ul style="list-style-type: none"> a) Ability to think on his/her feet b) Creative and innovative mind c) Business acumen d) Logical and reasoning skills for problem solving e) Time management, organization and administration skills are necessary f) Ability to work under pressure g) Emotional Inteligence 	

Interested applicants must submit their CV`s and application form`s to Elias.Monareng@mii.com on or before 15 December 2023.