



CHERY
FUN TO DRIVE

Chery International (Pty) Ltd
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Regional Sales Manager: Omoda

We are looking for a Regional Sales Manager to expand our Dealer Network in Africa and achieve sales objectives for specific districts of our company.

To be successful in this role, the candidate should have previous experience managing the operation of a dealership (or number of dealerships) while taking accountability for reaching targets. You should also be able to remotely supervise a Dealership team and set profitable goals. The ideal candidate combines excellent communication skills with a strategic mindset.

Ultimately, the candidate will ensure their area of responsibility meets and exceeds the expectations of our business objectives and contributes to the company's success in the long run.

Responsibilities:

- ❖ Create regional sales plans and targets in alignment with business objectives.
- ❖ Support Dealer Network with operation
- ❖ Evaluate Dealership and individual performances.
- ❖ Report on regional sales results
- ❖ Forecast quarterly and annual targets, budgets.
- ❖ Develop new Dealership staff.
- ❖ Prepare and review the annual budget for the area of responsibility.
- ❖ Analyse regional market trends and discover new opportunities for growth.
- ❖ Address potential problems and suggest prompt solutions.
- ❖ Participate in decisions for expansion or business plans for new Dealers.
- ❖ Suggest new services/products and innovative sales techniques to increase customer satisfaction.

Requirements:

- ❖ 2-5 proven work experience as a Regional Sales Manager, Area Manager, Dealer Development, or similar senior sales role
- ❖ Matric
- ❖ Post graduate business-related qualification advantageous.
- ❖ Valid driver's license

Skills:

- ❖ Ability to measure and analyse key performance indicators (ROI and KPIs)
- ❖ Familiarity with CRM software
- ❖ Understanding of Dealer operations
- ❖ Ability to lead and motivate a high-performance Dealer Network
- ❖ Excellent communication skills
- ❖ Strong organisational skills with a problem-solving attitude
- ❖ Availability to travel as needed.

Please forward your CV to hra@chery.co.za and use reference RSM-OM