

BORA ENGINEERING (PTY) Ltd

Reg No: 2020/718832/07
Vat No: 4550302550
Office Number: 071 125 2113
Email: info@boraengineering.co.za



Head office: Whitby Manor Office
Estate 167 14th road, Noordwyk,
Midrand, Gauteng, 1687
Workshop: 10 Dr Mandela Drive,
Middelburg, Mpumalanga, 1050

JOB ADVERTISMENT

Position: Sales and Marketing Manager

Location: Middelburg

Company Overview:

Bora Engineering stands at the forefront of innovation in the engineering sector, specializing in building, rebuilding, and refurbishing yellow metal machinery. Our commitment to excellence and customer satisfaction has positioned us competitively. We are currently seeking a dynamic Sales and Marketing Manager to join our team and help propel our growth to new heights.

Job Description:

We are looking for a Sales and Marketing Manager with a strong background in engineering and a proven track record in sales and marketing. The ideal candidate will be responsible for developing and implementing effective sales and marketing strategies, enhancing brand visibility, and driving sales growth. You will play a pivotal role in representing our company and our capabilities in the marketplace.

Key Responsibilities:

- Develop and execute strategic sales and marketing plans to achieve sales targets and expand our customer base.
- Build and maintain strong, long-lasting customer relationships.
- Partner with customers to understand their business needs and objectives.
- Effectively communicate our value proposition through proposals and presentations.
- Understand industry-specific trends and landscapes.
- Report on forces that shift tactical budgets and strategic direction of accounts.
- Liaise with the engineering team to ensure customer requirements are met.

Qualifications

- Bachelor's degree in engineering or business administration.
- Proven sales experience, ideally in the engineering sector dealing with yellow metal machinery.
- Demonstrable ability to communicate, present, and influence credibly and effectively at all levels of the organisation.
- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise.
- Excellent mentoring, coaching, and people management skills.

What We Offer:

A competitive salary package.
Opportunities for growth and development within a leading engineering firm.
A challenging and rewarding work environment.

How to Apply:

Please submit your application, including a resume and a cover letter, to Recruitment@boramining.co.za
No later than the 26 January 2024

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Please note: Applicants who do not receive a response within 14 days of the closing date may consider their application unsuccessful.

Bora Engineering is an equal-opportunity employer committed to diversity and inclusion. We welcome applications from all qualified individuals.