

JOB DESCRIPTION: SALES EXECUTIVE

Company: Sensory FX (Pty) Ltd
Location: Hennospark, Centurion
Contract Type: Full time, permanent
Industry: Chemical

About us:

Sensory FX is a trailblazing developer and manufacturer of flavours and fragrances for a broad range of products – from food and beverages to household and personal care. As an industry pioneer in sub-Saharan Africa, we're known far and wide for our excellent service and high-quality products. Over the years, we're proud to have helped create and define some of the continent's best-loved brands. This is due to the fact that we don't just understand the science of fragrance and flavour, but the psychology behind it too – which allows us to craft uniquely appealing tastes and scents.

Purpose of position:

To manage client relationships and promote sales revenue growth.

Roles and responsibilities:

- Identify, qualify and approach potential clients
- Coordinate the sales process from first contact, briefing, samples to order
- Collaborate with relevant departments to achieve wins
- Client relationship management and maintenance
- Collaborate with technical departments to answer client briefs
- Anticipate and stay updated with market trends
- Assist with any ad hoc projects, briefs, or initiatives

Requirements & Skills:

- Matric
- Integrated marketing communications
- 5 years' business to business sales & marketing experience
- Experience and knowledge in the flavour market will be beneficial
- Experience in commercialisation of products
- Financial acumen
- Opportunity identification skills
- Strong communication skills

If you are interested in this position and feel you have the necessary skills and abilities, send an email to danie@sensoryfx.co.za before 31 May 2024. If you have not heard from us within 10 business days after the closing date, please accept your application as unsuccessful.

Crafting taste and scent

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