

JOB DESCRIPTION: SALES EXECUTIVE

Company: Sensory FX (Pty) Ltd
Location: Hennopspark, 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 because 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 commercialization 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. If you have not heard from us within 10 business days after submission, please accept your application as unsuccessful.

Crafting taste and scent

154 Edward Avenue, Hennopspark, Centurion, South Africa. Postnet Suite 224, Private Bag X132, Centurion 0046, South Africa

T +27 (0)861 999 782 E info@sensoryfx.co.za sensoryfx.co.za

Directors: MJ Mohohoma, DF Strydom.

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