



Job Title: Sales Manager

Department: Sales & Marketing

Location: Cape Town, South Africa

Job Summary:

The Sales Manager is responsible for leading and managing a team of sales representatives to achieve sales targets and drive market growth for Kamal CISCO in the designated region/sector. This role requires a dynamic and results-oriented individual with a strong understanding of the steel industry, excellent communication and interpersonal skills, and a proven track record of success in sales and channel management.

Key Responsibilities:

- Channel Sales Management:
 - Develop and implement effective channel sales strategies, including building and maintaining strong relationships with distributors, dealers, and sub-dealers.
 - Establish strategic alliances and partnerships with key channel partners, ensuring mutually beneficial relationships and market penetration.
 - Monitor channel performance, identify areas for improvement, and take corrective actions to optimize channel effectiveness.
- Sales Planning & Forecasting:
 - Develop and execute sales plans and forecasts for the assigned region, including identifying market opportunities, setting realistic targets, and tracking progress against goals.
 - Conduct market research and competitive analysis to identify trends, opportunities, and threats.
- Customer Relationship Management:
 - Build and maintain strong relationships with key customers, understanding their needs and preferences, and providing exceptional customer service.
 - Resolve customer inquiries and complaints effectively and efficiently.
- Revenue Generation:
 - Ensure timely collection of payments and develop plans to achieve monthly sales targets.
 - Identify and pursue new business opportunities to drive revenue growth.
- Team Development & Training:
 - Conduct regular sales training sessions to enhance the skills and knowledge of the sales team.
 - Stay abreast of industry trends and best practices in sales and marketing and share knowledge with the team.

- Reporting & Analysis:
 - Prepare regular sales reports and analyses, including key performance indicators (KPIs), market trends, and competitor activity.
 - Analyse sales data to identify areas for improvement and make data-driven decisions.

Desired Candidate Profile:

- Experience: Minimum 6-7 years of experience in project sales, dealership/channel sales management, preferably in the steel, cement or building materials industry.
- Education: Bachelor's degree (minimum), preferably in Sales & Marketing or a related field.
- Skills:
 - Excellent communication, interpersonal, and presentation skills.
 - Strong leadership and team management skills.
 - Proven ability to build and maintain strong relationships with customers and channel partners.
 - Strong analytical and problem-solving skills.
 - Proficiency in MS Office Suite (Excel, PowerPoint, etc.)
 - Fluency in English and Afrikaans (desirable);
- Attributes:
 - Results-oriented, self-motivated, and driven to succeed.
 - Adaptable to change, proactive, and positive attitude.
 - Strong work ethic and a commitment to excellence.

If you are interested in applying for this position, please send your CV, before 30 April 2026, to recruitment@kamalcisco.co.za. Candidates must include their current CTC, expected CTC, and notice period in their application.

Shortlisted candidates will be contacted for an interview.