



Vacancy

DFC-SAMEA (PTY) LTD, a local manufacturer of industrial valves, has a unique and diversified portfolio of products catering for the Mineral processing, Power generation, Water, and Effluent markets. We have a strong, strategic approach towards active participation in global markets.

The following position has become available at DFC-SAMEA:

POSITION: Distribution Key Accounts Manager DFC2025014-3

LOCATION: Head office is based in Benoni

REPORTING TO: Executive: Distribution

JOB SUMMARY STATEMENT:

The Key Account Manager (KAM) plays a critical role in building relationships with Distributors. The ideal candidate comes with experience in the management of Distributors.

- Responsible for Territory(s) and Territory Distributor Strategies and building sound relationships with existing Distributors and onboarding new Distributors.
- Management of movement of product from Distributor to End User
- Management of on-time order fulfilment and manage SCM efficiencies between DFC and Distributors
- Identifies and develops new business from new and existing Distributors; and
- Actively seeks opportunities through its Distributors and capable of engaging end customers directly in working with distributors.
- Works closely with Distributors and their End Customer
- Manages Distributors Inventory, Sales Pipeline and Forecast
- Manages the status of all orders in Manufacturing to Order Fulfilment and Commercial

He/she represents DFC-SAMEA and interacts with significant and other customers and is responsible for achieving sales targets and account plan targets.

KEY PERFORMANCE AREAS (DUTIES & RESPONSIBILITIES):

- Build and sustain professional relationships with a portfolio of Distributors.
- Collaborate with teams to achieve financial targets and drive growth.
- Build a strong order intake pipeline by creating demand for DFC's products.
- Collaborate with internal teams to ensure customer needs and expectations are met.
- Work with the sales team to qualify leads, create proposals, and close opportunities.
- Continuously assess customer needs and align them with DFC's business objectives.
- Contribute to initiatives aimed at enhancing customer satisfaction and retention.
- Upsell company products and solutions to existing customers.
- New Business Development.
- Where required, oversee, and manage Distributors projects from inception to completion.
- Interpret customer requirements and develop strategies to meet their objectives.
- Support marketing activities, including planning and execution.
- Relevant reporting.

QUALIFICATIONS:

- Matric/ Grade 12 or equivalent

- 5+ Years Distributor Management
- 5+ Years experience in Valves and Mining
- Sales and Marketing qualification (IMM or equivalent)
- Technical qualification (-s) will be advantageous, although not mandatory.
- BCom/ BBA (highly advantageous)
- BEng/B-TECH

OTHER:

- Valid Passport
- Valid Driver's license.

EXPERIENCE:

Minimum of 5 years' experience in the management of Distributors in the Valve Industry.
Minimum of 5 years' experience in the Mining industry is required.

KNOWLEDGE, SKILLS & ABILITIES:

- Strong customer orientation
- Segment knowledge
- Existing Segment network (past field Distribution Management experience)
- Consultative selling
- Business acumen
- Understand relationship value chain.
- Advanced valves knowledge

BEHAVIOURAL COMPETENCIES:

- Initiative-taking and ability to motivate others.
- Analytical – must be able to analyze territories and segments.
- Innovative and creative and thinks out-of-the-box.
- Strong "Hunter" orientation
- Is trustworthy and understands the value of authenticity.
- Self-assured, independent, and confident
- Entrepreneurial not afraid of risk but knows how to identify and mitigate risk.
- Can take charge and has presence.
- Target driven and ability to stay on track.
- Manage multiple projects simultaneously.

FUNCTIONAL SKILLS:

- Communication skills at the level of Technical Audience Requirements
- Computer Literacy; Advanced Excel, Word, PowerPoint, Email, Salesforce
- Business writing Skills
- Listening Skills
- Distribution Management
- Territory management

- Conflict management
- Listening skills
- Excellence in prioritizing
- Excellence in time management
- Good administrator
- Works under minimal supervision
- Presentation skills
- Must be able to travel.

CLOSING DATE: 28 January 2025

Please note we have a DFC recruitment mailbox.

Kindly send your detailed CV to the following email address

recruitment@dfc.co.za

In line with our commitment to transformation, suitable qualified candidates from previously disadvantaged groups will be given preference.

While the company's recruitment policy stipulates that all positions will be advertised, provision is also made for appointments to be made in accordance with the company's succession planning strategy and practice when filling vacancies