



AfriSam (South Africa) (Pty) Ltd is a leading supplier of construction-related materials, specialising in the production of Cement, Aggregate and Readymix Concrete. Operating across Southern Africa, the company offers a wide scope of career opportunities and exposure to best practices. At AfriSam we recognise that talented and enthusiastic people are the basis of our ongoing success.

VACANCY
REGIONAL MANAGER SALES – WESTERN CAPE PROVINCE

APPLICATIONS ACCEPTED UNTIL: 14 AUGUST 2026

Location:

Reporting to the CM Sales and Product Technical Executive, the incumbent will be based at the RSC Peninsula.

The successful candidate will be responsible for:

- Managing the sales portfolio and optimize the sales of Aggregates and Readymix regionally to facilitate revenue maximization
- Leading and managing the Aggregates and Readymix sales activities to achieve sales revenue targets
- Planning, implementing and activating the sales plans to achieve set targets
- Providing market intelligence regarding opportunities and competitor information
- Building and maintaining customer relationships through service excellence and a good understanding of the customers' business
- Preparing budgets and monitoring expenditure
- Leading and managing the sales team to achieve performance objectives

Qualifications, competencies, knowledge and experience required:

- Business degree related to sales and marketing
- 8 year's sales experience in the building and construction industry plus 5 years in senior sales positions
- Knowledge of the building and construction dynamics
- Knowledge of the dynamics and process of supplying CM products
- Good understanding of product applications
- Good understanding of profitability and margins
- Sound understanding of sales business strategies and plans, sales systems and knowledge of pricing and distribution variables
- Good knowledge of the market segments and requirements
- Good selling techniques and business acumen
- Excellent negotiating, presentation, verbal and written communication skills
- Excellent team building and coaching skills, ability to motivate and lead teams
- Good interpersonal skills, ability to communicate with customers at all levels

Applicants must inform their immediate Manager of their interest in the vacancy. Please forward your application via e-mail to cape.recruitment@za.afrisam.com and use **Regional Manager Sales** as reference in your email.

"Applicants are advised that AfriSam is a designated employer under the Employment Equity Act and as such has an Employment Equity Plan in place. The Company therefore has the right to fill the vacancy in accordance with its Employment Equity Plan in order to fulfil its transformation objectives by preferring designated employees."

