



EXCITING NEWS... WE ARE HIRING!!!

Embrace the conviction that healthy, radiant hair is non-negotiable!

Modern Hair & Beauty proudly stands as the South African distributor for renowned brands such as Wella Professionals, System Professional, Nioxin, Sebastian, Reuzel, OPI, and Keune. In addition, we bring forth a diverse array of other professional lifestyle and premium hair care brands. Join us on the forefront of the beauty industry, where passion meets excellence, and where your career can flourish amid cutting-edge innovation and exceptional products.

You will be an essential part of our regional sales team. Your success in this exciting position will hinge on your exceptional communication skills, coupled with your adeptness in cultivating positive relationships with both customers and team members. Beyond your proficiency in these key areas, your proven direct sales track record, robust administrative skills, and unwavering passion for introducing professional products to salons set you apart.

SALES CONSULTANT – Keune

One position in Johannesburg

One position in Durban

Drive business growth by expanding existing relationships, acquiring new accounts, and executing robust sales strategies, while ensuring exceptional customer service, product promotion through demos, active participation in industry events, and efficient planning and administration.

Your duties will include but are not limited to:

- Proactively identify and capitalize on opportunities to expand and grow existing business relationships, maximizing revenue and market share
- Spearhead the acquisition of new accounts within the region, employing targeted strategies to tap into the full potential of this lucrative market
- Develop and execute robust sales strategies to consistently achieve and exceed set sales targets
- Cultivate and maintain strong, long-lasting relationships with clients, ensuring their satisfaction and loyalty through exceptional customer service
- Collaborate with technical teams to assist in-salon demos and workshops, showcasing the optimal use and benefits of our product range
- Participate in trade shows, launches, and training events
- Planning, reporting, and administration

Qualifications, Experience, and Attributes Required:

- Minimum Matric/Grade 12 (a post-matric qualification will be an advantage)
- At least 3 years direct sales experience with a proven track record in managing an account base and gaining new business through excellent customer care and ethical behaviour
- Direct sales experience in the health and beauty industry is advantageous
- Valid Code 8 Driver's License
- Own reliable vehicle – a car allowance is part of the package
- Proficiency in MS Office (Excel, Word, PowerPoint, Outlook, Teams)
- Strong written and verbal communication skills, with the ability to engage effectively with diverse stakeholders
- Demonstrates a polished appearance with outstanding interpersonal and people skills
- Collaborative team member demonstrating initiative, creativity, and unwavering integrity

Start Date: 1 March 2024
Location: One position in Johannesburg, and one position in Durban
Remuneration: Basic salary, commission, incentives, monthly bonuses, annual performance bonus, fuel card, and phone allowance
Closing Date: Friday, 29 December 2023 (please apply as soon as possible)
Note: If you have not heard from us by 31 January 2024, please consider your application unsuccessful

Should you be the person we are looking for, please email your application to:

hr@modernhairbeauty.com

Applications must include the following to be considered:

1. A covering letter motivating your application
2. A comprehensive CV - at least two contactable references (we will only contact with your approval)
3. Copies of your ID & qualifications

About Modern Hair & Beauty

Modern Hair & Beauty – previously Modern Hairdressing Supplies – has been servicing the hair industry in Southern Africa since 1950. In 2015, the company was renamed and is currently servicing the professional hair and nail industries.

As the licensed distributor of Wella Company-owned products in Southern Africa, much loved brands such as Wella Professionals, Nioxin, System Professional, Sebastian Professional, SEB MAN, Kadus Professional and OPI are found in salons nationally.

Other brands in our portfolio include the popular Brazilian hair treatment Sweet Hair Professional, and Reuzel – Holland’s finest pomades and barbering products. We also produce our own affordable in-salon care range called Swish.

We continuously strive to offer the best possible support and care to all of our customers through dedicated and trained sales representatives, timeous delivery of orders, targeted marketing and promotional support, and regular in-depth and up-to-date seminars and education.

The fostering of great customer relationships, many of them decades long, runs deep, and passes from one generation to the next. It’s with this legacy, as well as our extraordinary, passionate, and dedicated team, that we service over 2 000 salons within South Africa and our international partners in Namibia, Mauritius, and Angola.

www.instagram.com/mhb_sa

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www.modernhairbeauty.com