

Job Description: **Sales Representative**  
Company: **Brothers Coffee**  
Location: **Brothers Coffee Roastery**  
Position Type: **Full-Time**  
Reports To: **Brothers Coffee Commercial Manager**

**Overview:**

We're looking for a passionate coffee professional to join our team as a Coffee Sales Representative. You'll build relationships with customers, grow our customer base, and drive sales of our range of coffees and equipment. If you've got a background in coffee and a knack for sales and customer service, we'd love to hear from you!

**Duties & Responsibilities:**

- Build and maintain strong relationships with existing customers
- Identify and pursue new business opportunities to grow customer volume
- Conduct product tastings, demos, and training sessions for customers
- Manage customer orders, inquiries, and issues
- Visit customers to understand needs, provide support, and upsell products
- Develop and implement strategies for market development and growth
- Collaborate with team to achieve sales targets and business goals
- Assist in coffee training and education for customers and staff
- Stay up-to-date on coffee trends, products, and industry developments

**Requirements:**

- Proven experience in sales, preferably in coffee or foodservice
- Strong coffee knowledge and passion for coffee
- Excellent communication and interpersonal skills
- Ability to build relationships and drive sales growth
- Comfortable with customer visits and product demos
- Basic understanding of coffee equipment and brewing methods an advantage

**What We Offer:**

- Competitive salary plus commission
- Access to our staff wellness programme
- Opportunities for growth and professional development
- Training in coffee and sales techniques
- A fun, supportive team environment

**How to Apply:**

Please submit your resume, cover letter, and a portfolio showcasing your relevant work to [recruitment@brotherscoffee.co.za](mailto:recruitment@brotherscoffee.co.za).