



VACANCY: Sales Representative

REPORTS TO: Territory Manager & Divisional Manager

DIVISION: Theatre Division

AREA: Gauteng East and Mpumalanga

Job Objectives:

The purpose of the Theatre Sales Representative is to promote, market & sell existing and new product ranges into Theatre. This includes but is not limited to:

- Mindray PMLS (Patient Monitoring & Life Support)
- Surgical (Pendants, Theatre Lights & Tables)
- Optiflow THRIVE product portfolio,

within the division, achieving a monthly sales budget, whilst covering a dedicated Territory (Sales Area) assigned to him/her.

To take care of all customer needs in this assigned area, to co-ordinate and solve all customer related queries/complaints and to ensure customers are satisfied with service always received from RCA. To offer clinical training and solutions to meet the customers' and users' needs.

The Theatre Sales Representative's role will contribute to the overall achievement of the Theatre Division's Sales, business strategies, vision, mission, and goals.

Job Description and duties:

- Achieve 100% of the allocated sales budget through effective promotion and selling of the Theatre product portfolio.
- Build, develop, and maintain strong, professional relationships with clients that align with business objectives, meet customer expectations, and support long-term partnerships.
- Ensure consistently high levels of customer satisfaction in all aspects of RCA service delivery.
- Manage and actively cover the assigned territory, maintaining an accurate and up-to-date customer database that is always accessible to management via Exchange.
- Collaborate effectively as part of the Mindray Division, working closely with fellow sales representatives, product managers, and the divisional manager.
- Take full responsibility for acquiring and maintaining in-depth product knowledge across the Mindray product portfolio. Participate in formal training, self-study, and assessments, achieving a minimum pass mark of 85% in all product-related evaluations.

RESPIRATORY CARE AFRICA (PTY) LTD | Reg No: 1998/017606/07 | Vat No 4940179676
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Directors: | CR de Wet | SM Holyoak | K Rantloane | S Nayager

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- Perform additional duties as reasonably required, ensuring all tasks are completed within agreed timelines.
- Always adhere to RCA policies and procedures, maintaining a professional image and acting as a role model aligned with the company's mission and vision.
- Stay informed on industry trends and internal developments to support and uphold RCA's position as a leader in its field.

Task Description

- Must be able to successfully launch new product to market.
- Work closely with the Divisional Manager and General Sales manager to identify customer requirements, potential.
- support, and a sales plan for the territory.
- Complete and update Territory planning and reporting as requested.
- Establish and maintain an up-to-date customer data base.
- Must be able to gather and report on competitor activity within the Territory.
- Be able to give an accurate sales forecast for the set territory.
- Achieve sales targets (budget) for the territory.
- Effective sales skills and self-motivating.
- Should have a good understanding of anatomy and physiology, as well as clinical theatre procedures.
- Professional and effective communicator.
- Must be agile and able to build and utilize strong relationships and networks, both internally and with key external.
- stakeholders. Must be able to manage the complexity of working with multiple personnel within a facility.
- Be experienced with in-theatre and on-patient applications.
- Set up SOC trials as per protocols to introduce Product and Therapy in the Territory.
- Must be able to travel outside of the set Territory if needed.
- Arrange CPD functions, workshops to grow the business as well as attend conferences when and where needed.
- Provide in-service training on a continuous basis.
- Good record keeping of equipment and training provided.
- Be able to assist with logistical arrangements and commissioning of equipment when needed.
- Must be available to work longer hours when required.

Key Outputs:

- Product Knowledge – Study our product range well and pass exams which is periodically circulated, attend at least 75%
- of classes and online presentations and submit assignments within deadlines.
- Coverage Planning – Count the number of customers in territory and prepare a plan to visit all of them in a certain period (Max 3 Months).
- Area Coverage – Weekly plans should match your coverage plan.

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- Prospecting – Follow up with customers according to priority to save time and be more focused on finalizing 75% - 100% leads first.
- Reports – Fulfil your weekly plan and report and update your customer database weekly.
- Weekly plans and reports should match each other. Update your calendar on a weekly basis and always being updated two weeks in advance.
- Market Study – Transfer all the Market and Competitors data onto database. Collect all the market and competitor's data as per the database provided. This will also be shared with RCA Management and the THRIVE Team during our monthly meetings.
- Sales Targets – Follow up and track your numbers monthly to ensure target achievement is reached.

Minimum Requirements:

Experience:

- Preference will be given to a candidate living in the above-mentioned area.
- Suitable Life Sciences Tertiary qualifications (Preferred).
- Minimum of 3 years in sales and marketing in the medical device sector.
- Theatre experience would be preferable.

Competency and Skills:

- Must be IT literate.
- Good time management.
- Knowledge or experience in Nasal High-flow therapy could be beneficial.
- CRICE certified with sterile field

The position will report directly to the Theatre Divisional Manager. Should you believe that you meet the above criteria and would be interested in applying for the position, please submit your application in writing (email is permissible), with a short motivation in support of your application with all your certificates including and COVID 19 vaccination certificate, to recruit@rca.co.za **by no later than, 12th June 2026.**

Should you not be contacted within two weeks of your application being submitted, please consider your application unsuccessful.

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