

## Position Description

Vacancy Title: **Yamaha Sales Executive**

Location:

Reports To: **None**

### Objective

The Yamaha Sales Executive builds and grows relationships with new and existing customers by providing Yamaha solutions for their needs, ensuring continuous and consistent follow-up, visitations, and professional service, and reports to Sales Manager - Nadi.

### Outcomes

#### Organisational Stakeholders

##### 1. Financial Management

- Pricing levels maintained within acceptable limits.
- Discounts contained.

##### 2. Business Development

- Showroom displayed attractively, cleanly, and tidily.
- New customers and Yamaha business continually sought.
- Yamaha events attended and conducted.
- Needs and trends of Boating, Fishing, and Tourism Industry for Outboard Motors understood.
- Motorcycle (Scooter) market and sales developed.
- Company Standard Operating Procedures and processes adhered to.

##### 3. Learning and Growth

- Ongoing up-skilling on Marine and Yamaha Products to Marine Professional level achieved.
- Self-skilled on each customer's business and Marine product needs.
- Era and Eranet Sales functions mastered.
- Marine Professional knowledge on Yamaha Products, competing products, and Boats acquired.

##### 4. Customer Service

- Customer enquiries attended to and solutions provided timely and caringly.
- Customer relationships developed through professional Yamaha service, consistent follow-up, and ongoing visitations.
- Feedback to Supervisor and Yamaha Management on competitor activities and deliveries provided.
- Strong support to internal stakeholders provided.
- Proposals for Product presentations as a result of consultations with external stakeholders made.
- Customer and industry reports produced as requested by management.

##### 5. Operational Tasks

- Showroom cleanliness ensured, product display well-stocked and all showroom products labeled with model specifications and price.
- Customer enquiries attended to in a timely manner.
- Customer quotes provided within the same day and feedback provided.
- Designated sales targets achieved through planned deliveries, customer and quotes follow-up, and customer referrals.
- All designated SOPs followed.
- Daily customer/prospect visitation plan provided and brief on customers and prospects visited within the next working day given.
- Follow-up on ALL customer quotes and feedback via Eranet customer contact schedule input conducted.
- Stock requested to ensure customer deliveries conducted within the promised time.
- Yamaha Motorcycle "Learn to Ride" (LTR) programs and Yamaha Riding Academy (YRA) programs developed.
- Understanding of Yamaha customers' businesses, buying trends, needs, and wants gained.
- Company marketing and promotion events attended as directed.

##### 6. External Relationships

- Networking within the Boating, Fishing, and Tourism Industry conducted.
- Healthy working relationship with Govt, Marine statutory organizations, Boat Builders, OEM suppliers, and regulatory bodies developed.

### Responsibilities - Key Competencies

#### Competence

#### Description

#### Business

Competence	Description
Business Performance	Manage the performance of the organisation.
Information Analysis	Make informed decisions by collecting and interpreting data and information

#### Customer

Customer Commitment	Demonstrate a commitment to customer service - both internal and external customers.
Promotion	Promote the value of the products/services offered by the organisation.
Relationship Building	Build beneficial relationships with suppliers and stakeholders.
Quality Focus	Deliver quality.

## Qualifications

Qualification	Discipline	Notes
<b>Preferred</b>		
Certificate	Air and Sea Transport	Boat Master/Sea Safety Certification.
<b>Preferred</b>		
Certificate	Sales/Marketing/Advertising	Sales Trained.

## Work Knowledge and Experience

- Proven experience and knowledge of Yamaha products.
- Familiarity with Era/Eranet systems and functions.
- Demonstrated background in sales, preferably in a marine or technical environment.
- Excellent time management and organizational skills.

## Requirements

#### Regulatory Compliance Requirements

- Group 1, 2 and 9 Driver's License
- Boat Master's License

## Other Required Requirements

#### PHYSICAL DEMANDS

- Work beyond normal 8am - 5pm business hours is required from time to time where the need arises
- Ability to work in rural, marine environment (being wet), on boats, on the road as well as in the office is required
- Proficiency in swimming is required for sea safety reasons
- Out of station travel for unspecified period of time is also required where the need arises to attend to customer issues
- Proficiency in Group 1, 2 and 9 drivers license is required for stock movement and deliveries.

## Interactions

Type	Interaction	Comments
<b>Internal</b>		
	Internal stakeholders and management	
<b>External</b>		
	Boating, Fishing and Tourism Industry	
	Government	
	Marine statutory organisations	
	Boat Builders	
	OEM suppliers	
	Regulatory bodies	

## Attributes

#### Behavioural Styles

Accountable	Assumes full responsibility for own actions and identifies with the success or failure of own part of the overall work/goal.
Achiever	Puts in effort to achieve a desired result or goal and is motivated by this end and the overall accomplishment.

Energetic	Constantly active and driven to put in effort. Works hard to promote an enterprise.
Integrity	Adherence to moral and ethical principles; soundness of moral character; honesty.

#### Interpersonal Styles

Empathic	Has the ability to understand somebody else's feelings or difficulties.
Perceptive	Shows keen insight and understanding of issues or situations.
Self-sufficient and assured	Readily copes with situations without recourse/need of others, showing confidence and belief in oneself and one's own abilities.
Team Oriented	Enjoys being with others as part of a group or team.

#### Thinking Styles

Decisive	Reaches conclusions, promptly and firmly.
Disciplined/Systematic	Is controlled in conduct, shows an orderly pattern of behaviour, following a methodical and thorough approach.
Initiative	Takes action and makes decisions without the help or advice of other people.
Well organised	Controls tasks in a well thought out and critical manner.

### How To Apply

To apply, please submit your application online using the provided link or QR code. Your application must include a cover letter addressing the key selection criteria, a current CV, and the contact details of three professional referees who are not related to you.

### Contact for Enquiries

Contact Name: Salote Nasome

Contact Email: [snasome@maxumise.com](mailto:snasome@maxumise.com)

Further Contact Information: --

**Closing Date:** 22 Jun 2025