

KAM – Key Accounts Manager Johannesburg

Job title: Key Accounts Manager / Sales

Budget: Market Related basic commission, Car Allowance, and Petrol Card

Location: Johannesburg

Key Account Manager:

Our client is looking for a driven, results-oriented Sales Key Account Manager to manage existing customer relationships and expand their footprint through new business development.

The ideal candidate will combine strong commercial acumen with the ability to understand technical packaging requirements and hold a BCom or an Engineering degree (preferably mechanical, industrial, or packaging).

Key Responsibilities:

- Manage, retain, and grow strategic key customer accounts across multiple sectors to ensure long-term partnerships.
- Proactively identify, develop, and secure new business opportunities to expand the customer base.
- Understand customer requirements and collaborate with technical, design, and production teams to deliver tailored, fit-for-purpose packaging solutions.
- Analyse customer needs, prepare and present impactful proposals, contracts, and pricing strategies.
- Negotiate effectively to achieve win-win outcomes and long-term value for both customers and the company.
- Monitor market trends, competitor activity, and industry developments to identify growth opportunities.
- Consistently achieve sales, revenue, and profitability targets.

Requirements:

- Bachelor's degree in BCom (Marketing/Business/Commerce) or Engineering (Mechanical, Industrial, Chemical, or related field).
- Proven track record in sales, key account management, and business development.
- Experience in packaging, FMCG, or manufacturing is advantageous.
- Excellent communication, negotiation, and relationship-building skills.
- Technical aptitude and/or strong commercial mindset to support solution-driven selling.
- Highly motivated, target-driven, and able to work independently.
- Willingness to travel as required.

How to Apply

Interested candidates, please send a complete, detailed CV to us via email by no later than 14 May 2026. Please attach to your email all certificates. Send via email to

Cell: +27 72 539 7857
apply@prospectinc.co.za



Reg: 2024 / 374160 / 07

apply@prospectinc.co.za

We look forward to receiving your application.

Disclaimer: Due to the high volume of applications received, only shortlisted candidates will be contacted. Should a candidate not hear from us within four (4) weeks following their application, they should consider their application unsuccessful. Strictly fair and non-discriminatory selection procedures will be followed