

## SALES MANAGER - DGC REFRACTORIES

### DRIVE INNOVATION IN INDUSTRIAL REFRACTORY SOLUTIONS ACROSS AFRICA AND SOUTH AMERICA

- **Location:** DGC South Africa Head Office, Vereeniging, South Africa
- **Reporting to:** Managing Director - DGC South Africa
- **Travel Requirements:** National travel across South Africa and international travel to Zambia, DRC, and Zimbabwe, with potential future travel to South American markets

### ABOUT DGC REFRACTORIES

DGC Refractories, a division of Dickinson Group of Companies (DGC), is a leading provider of refractory solutions, offering world-class refractory products and technical services across various industrial sectors. With a heritage dating back to 1910, we have built an unparalleled legacy in delivering superior refractory solutions for the most demanding thermal management challenges. As part of our strategic growth initiative, we are expanding our presence into key South American markets including Brazil, Chile, Peru, and Colombia, creating exciting opportunities for growth and development within our team.

### COMPREHENSIVE PRODUCT PORTFOLIO

- **Shaped Refractories:** Magnesia, alumina, silica, and specialized bricks
- **Monolithic Refractories:** Castables, gunning mixes, and repair materials
- **Functional Refractories:** Slide gates, nozzles, and custom-engineered solutions

### INDUSTRY APPLICATIONS

- **Iron & Steel:** Blast furnaces, ladles, converters
- **Cement:** Rotary kilns, preheaters, coolers
- **Non-ferrous Metals:** Smelters, furnaces, processing equipment
- **Glass:** Melting tanks, regenerators, forehearth
- **Power Generation:** Boilers, incinerators
- **Petrochemical:** Reactors, heaters, processing units

## **SALES MANAGER - DGC REFRACTORIES**

### **ROLE IMPACT & RESPONSIBILITIES**

#### **STRATEGIC LEADERSHIP**

- Drive sales growth across South Africa, Zambia, DRC, and Zimbabwe
- Support strategic expansion initiatives into South American markets
- Develop and execute comprehensive market expansion strategies
- Lead high-stakes negotiations with key industrial clients
- Collaborate with technical teams to provide tailored refractory solutions

#### **TECHNICAL EXCELLENCE**

- Work with our R&D team to develop customized solutions
- Provide technical consultation on refractory selection and application
- Support product development initiatives
- Ensure optimal performance of installed solutions

#### **BUSINESS DEVELOPMENT**

- Identify and capitalize on opportunities across diverse industrial sectors
- Build and maintain strategic relationships with decision-makers
- Represent DGC at major industry events and technical conferences
- Provide market intelligence and competitive analysis

#### **QUALIFICATIONS & EXPERIENCE**

- Bachelor's degree in Engineering, Business, or a related field (preferred but not essential if backed by strong industry experience)
- Minimum of 5-7 years of sales experience in the refractory, industrial services, or related industry
- Strong technical understanding of refractory applications
- Experience working across multiple African markets
- International business experience is advantageous
- Proven track record in complex B2B sales

#### **ESSENTIAL SKILLS**

- Strategic thinking and business acumen
- Strong negotiation and relationship-building capabilities
- Technical problem-solving abilities
- Project management expertise
- Excellent communication and presentation skills
- Cross-cultural communication skills

## SALES MANAGER - DGC REFRACTORIES

### WHAT WE OFFER

#### COMPENSATION & BENEFITS

- Competitive base salary with performance incentives
- Comprehensive health and retirement benefits
- Travel allowances and expense coverage
- Professional development opportunities

#### CAREER GROWTH

- Leadership opportunities in growing markets across Africa and South America
- Continuous learning and development programs
- Opportunity to influence product development
- Clear path for career advancement
- International career development opportunities

#### RESOURCES & SUPPORT

- World-class R&D and technical facilities
- Comprehensive product portfolio
- Strong technical support team
- Established African distribution network
- Growing presence in South American markets

#### TRAVEL REQUIREMENTS

- Regular travel across South Africa
- Periodic visits to clients in Zambia, DRC, and Zimbabwe
- Potential future travel to Brazil, Chile, Peru, and Colombia
- Attendance at international trade shows and conferences

#### LOCATION

- DGC South Africa Head Office
- 10 Smuts Avenue, Vereeniging, 1930, South Africa

### APPLICATION PROCESS

#### QUALIFIED CANDIDATES SHOULD SUBMIT:

1. **Detailed CV** highlighting relevant experience
2. **Cover letter** explaining your interest and fit
3. **Professional references**
4. **Send applications to:** lize@dgc-africa.com