



Sales Managers



Ranked

10

by count of job opportunities

Percentage

1.57%

of all job opportunities

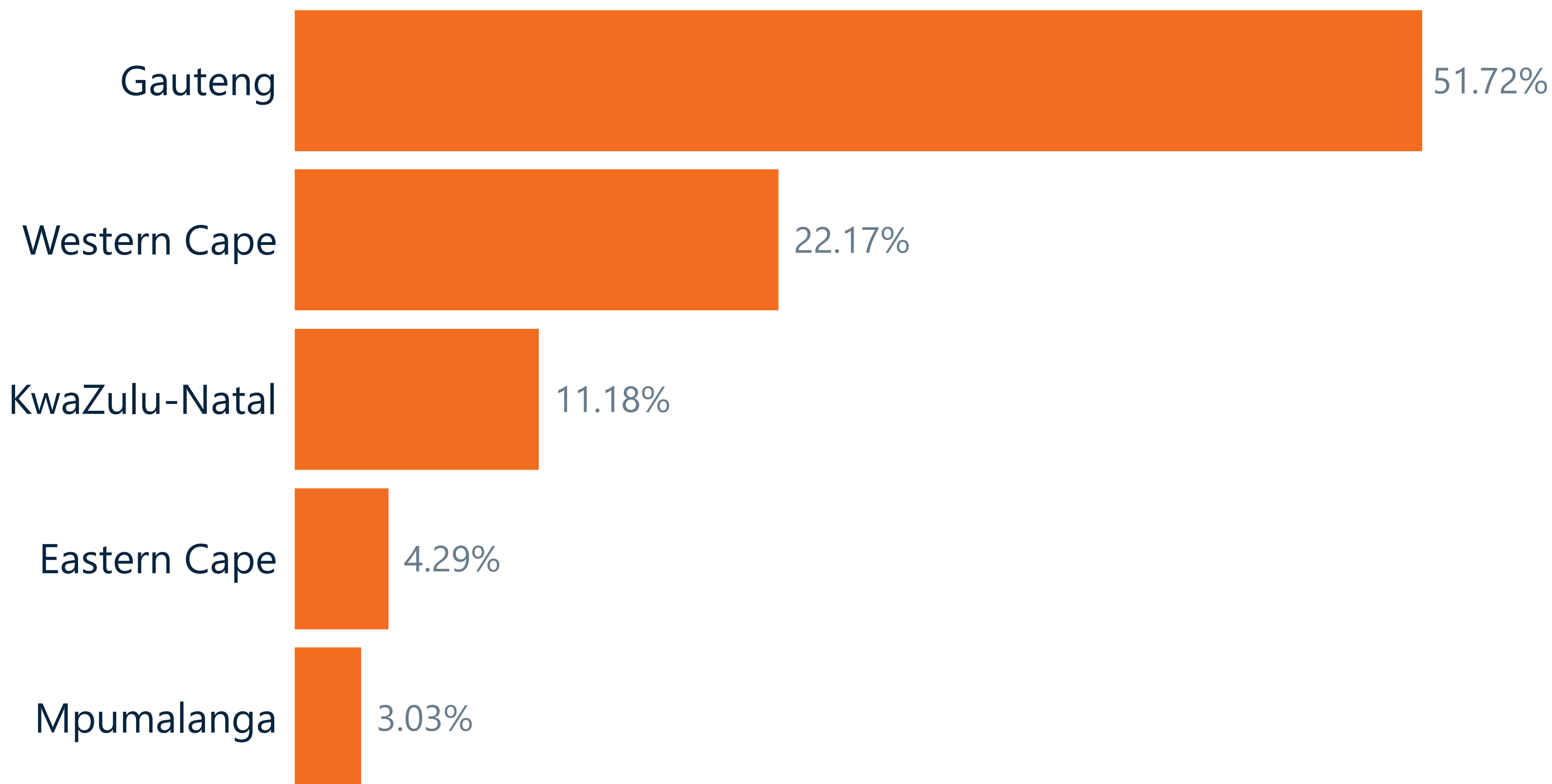
Hard-to-Fill

21.14%

% job opportunities that are "hard-to-fill"

Top 5 Provinces

by percentage of job opportunities



- credit the JobTrendZA and Kululeko Consulting as the original source,
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Sales Managers



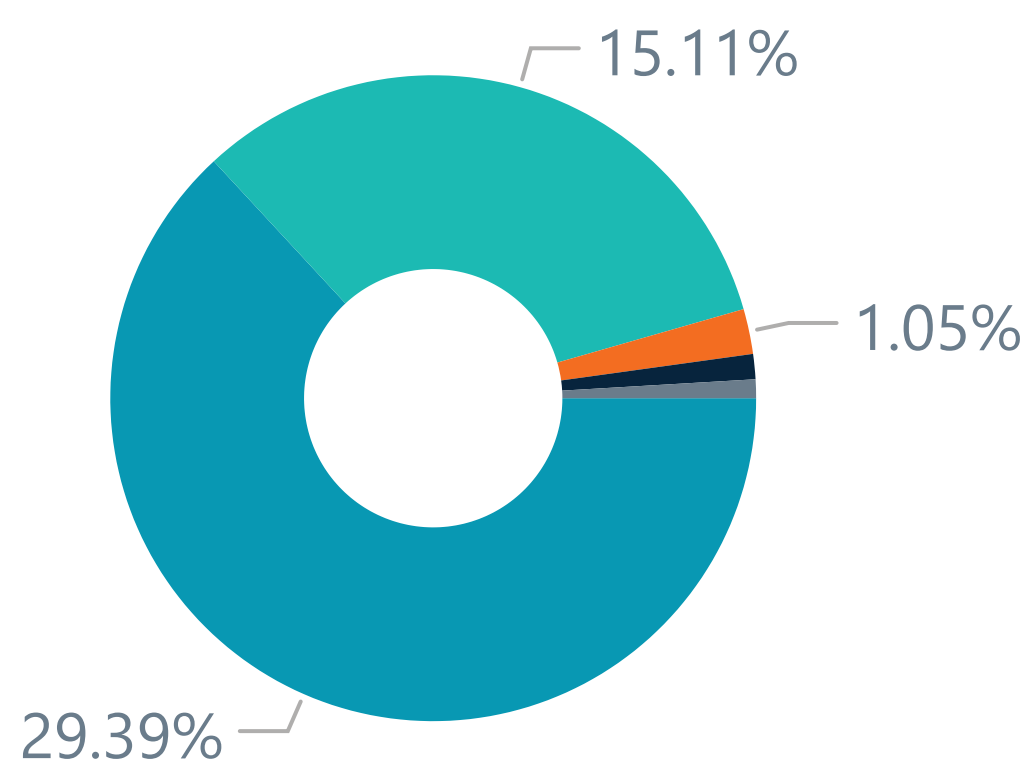
Top 5 Industries

by percentage of job opportunities

Professional, scientific and technical activities	16.11%
Administrative and support activities	12.76%
Wholesale and retail trade	12.05%
Financial and insurance activities	8.60%
Information and communication	8.53%

Top 5 Company Types

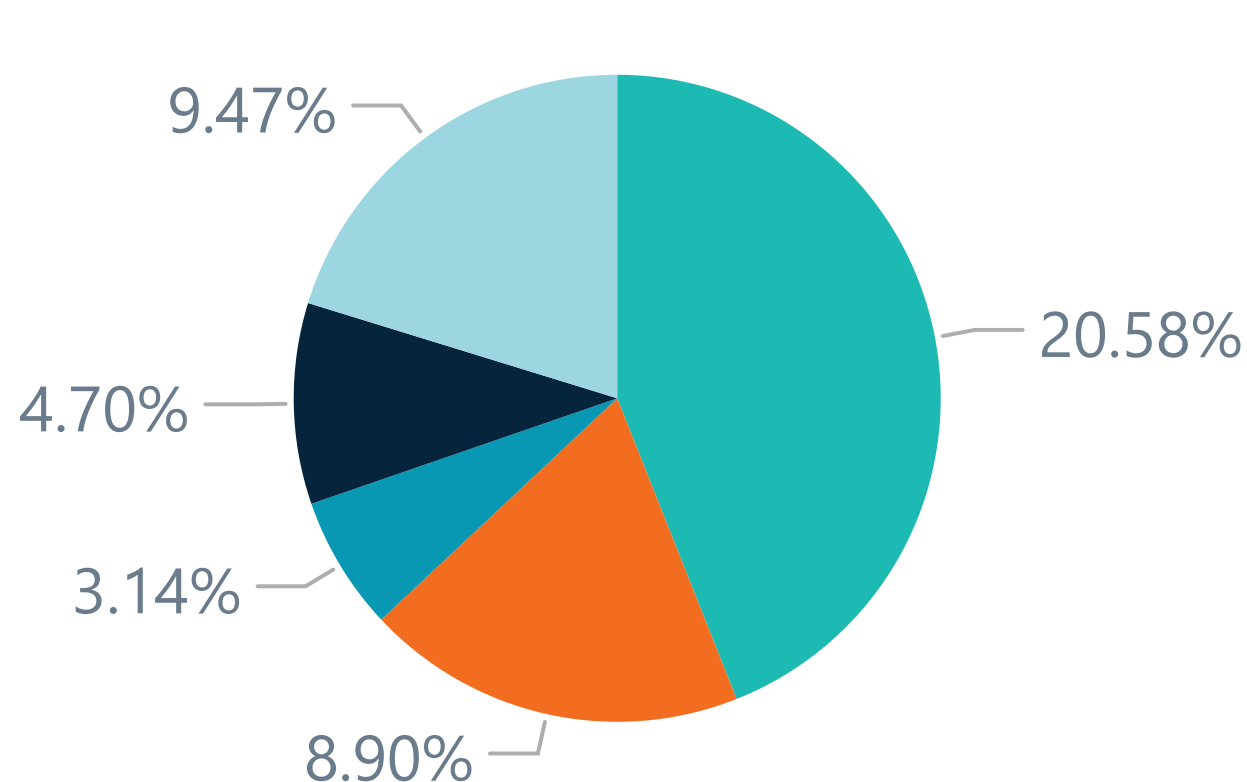
by percentage of job opportunities



- Private company
- Public company
- Sole proprietorship
- Corporation
- Partnership

Top 5 Company Sizes

by percentage of job opportunities



- 1 to 100
- 101 to 500
- 501 to 1,000
- 1,001 to 5,000
- 10,001 +

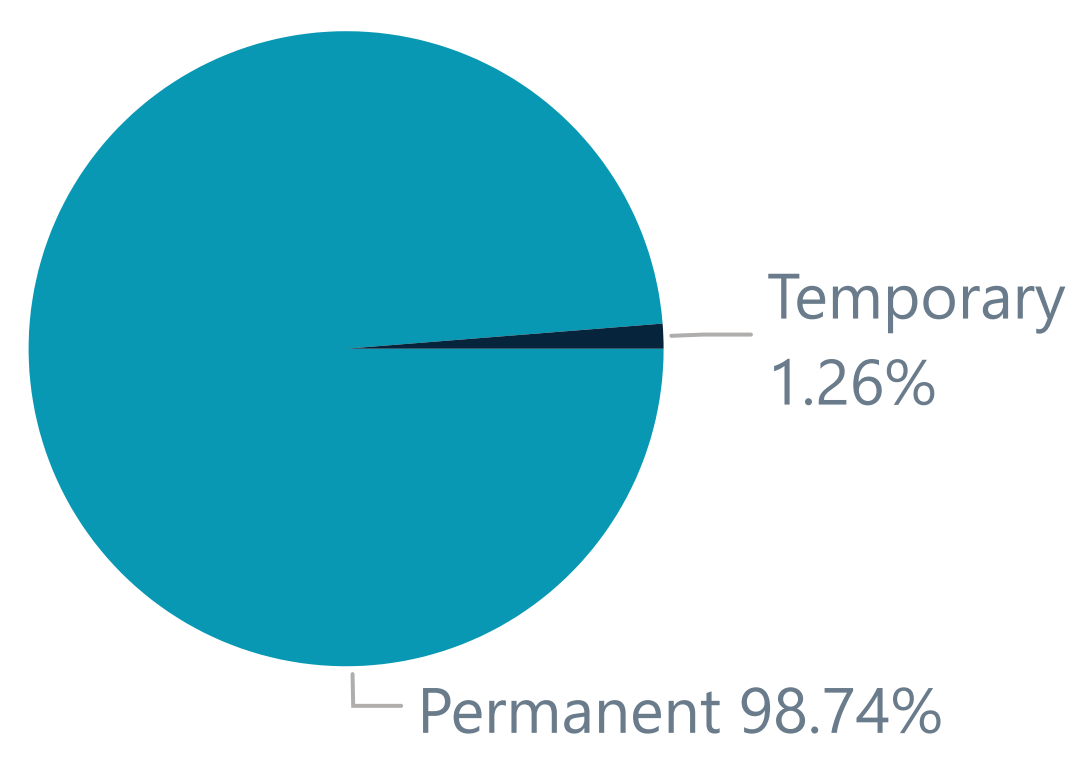


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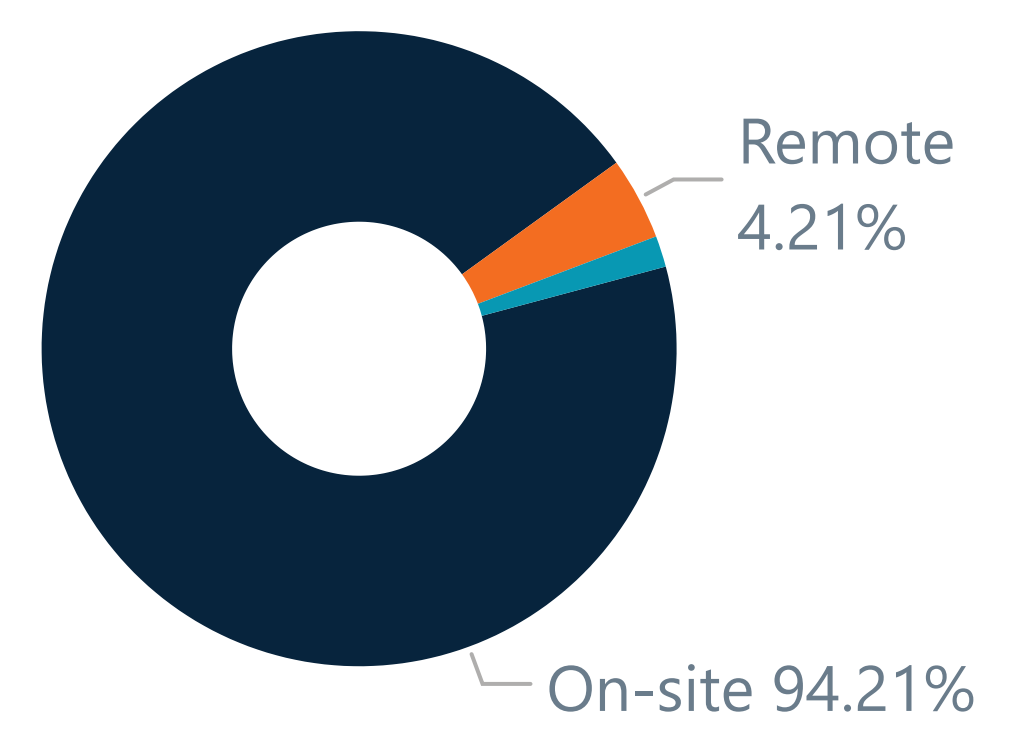
Employment Type

percentage of job opportunities



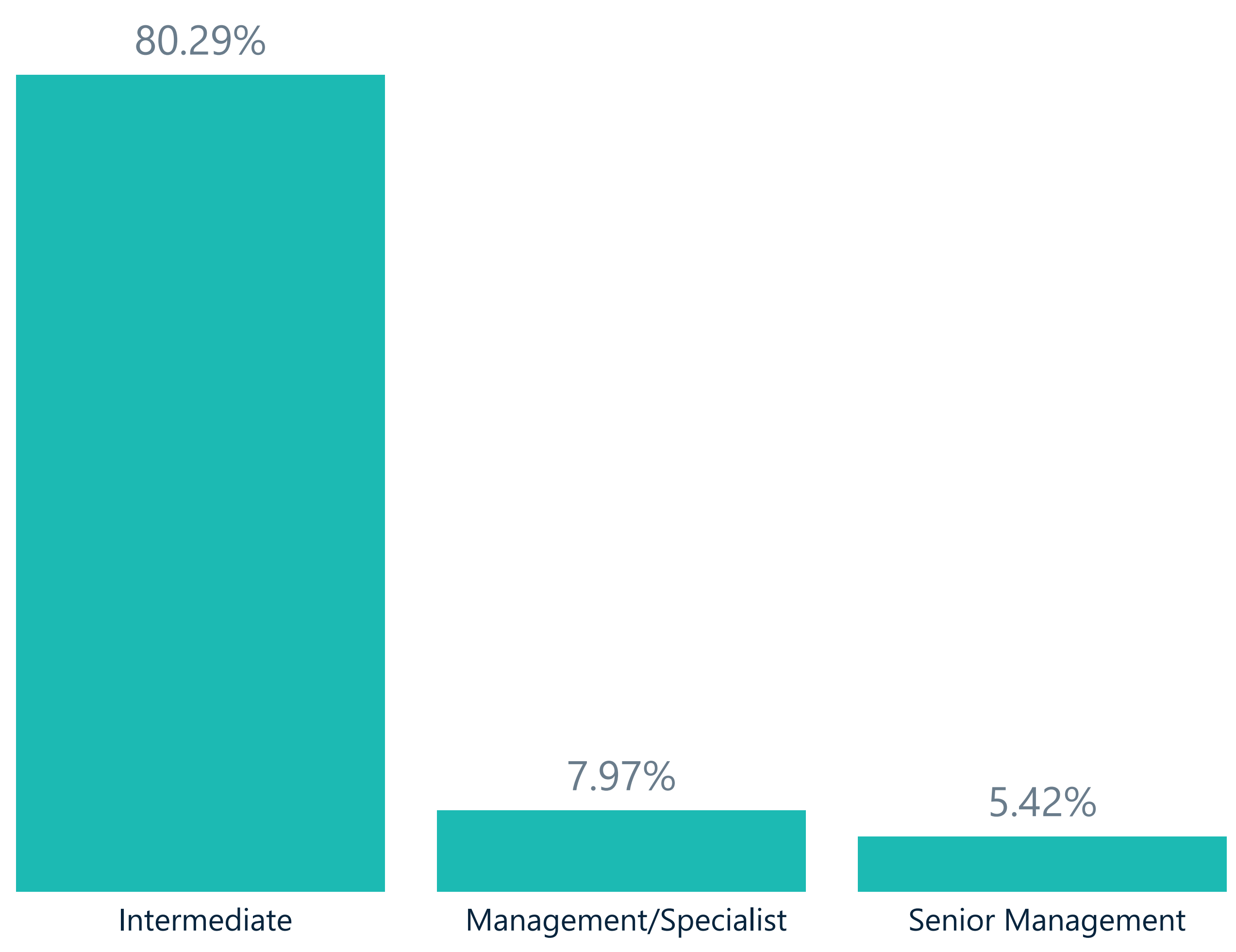
Employment Flexibility

percentage of job opportunities



Top 3 Employment Levels

by percentage of job opportunities



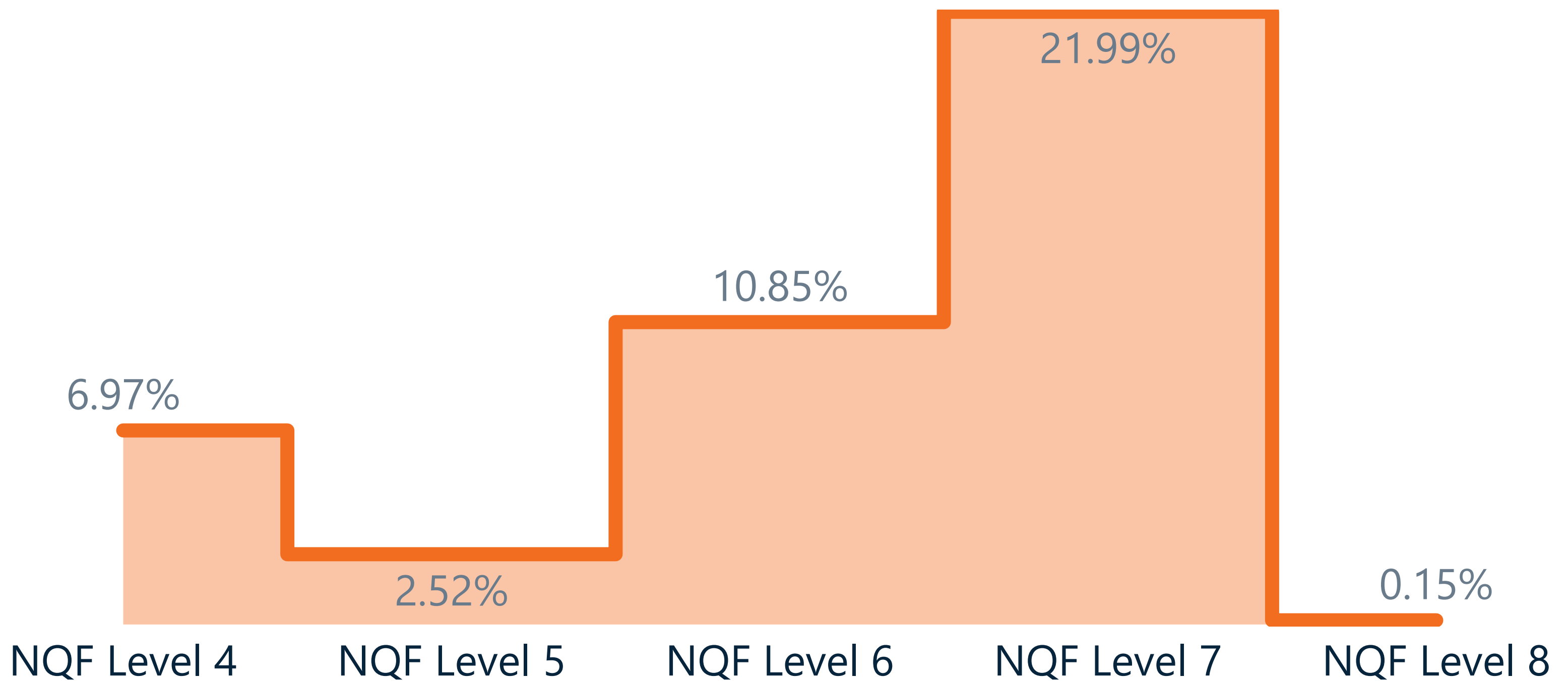


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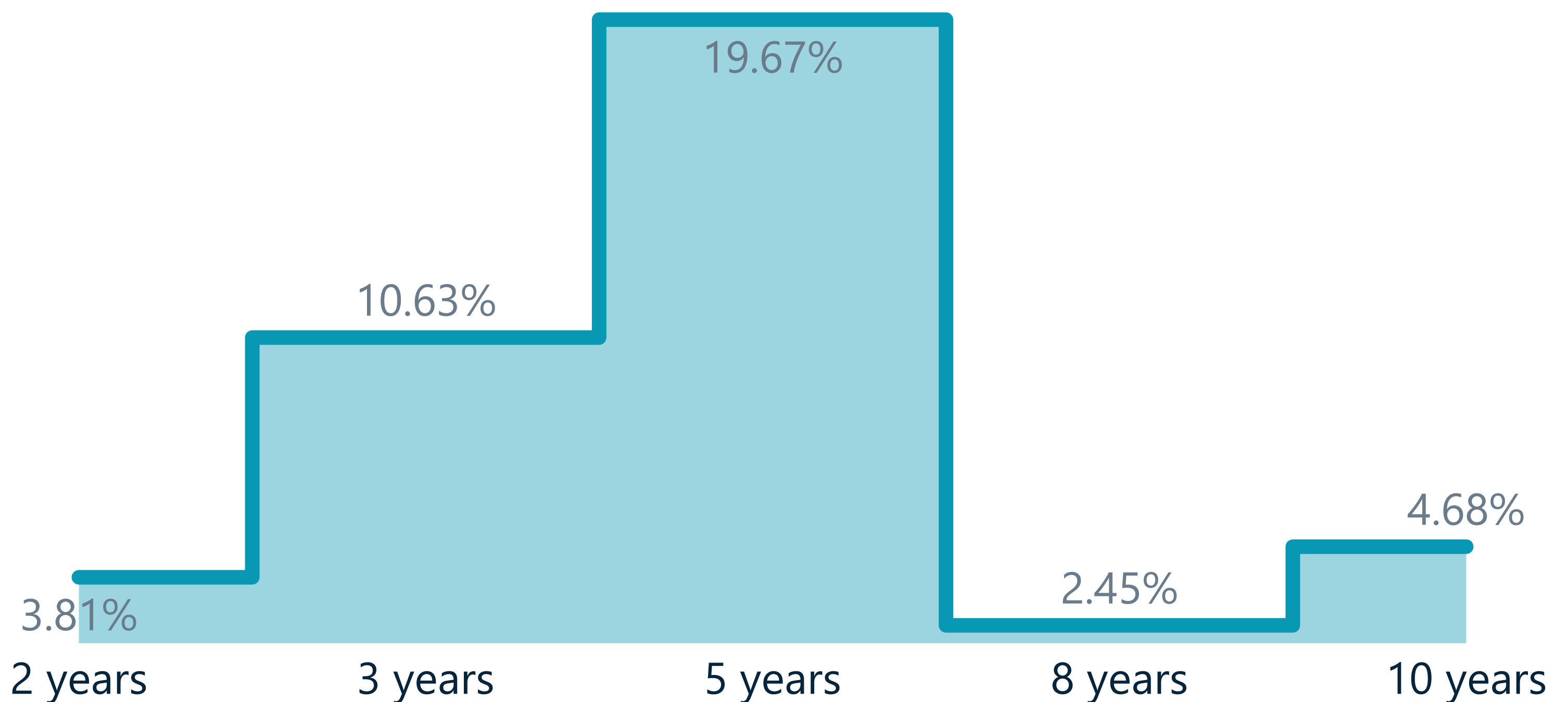
Top 5 Minimum Qualification Level

by percentage of job opportunities



Top 5 Minimum Years Experience

by percentage of job opportunities





Sales Managers



Top 10 Required Skills

Time Management	
Managing one's own time and the time of others.	1
Learning Strategies	
Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.	2
Service Orientation	
Actively looking for ways to help people.	3
Negotiation	
Bringing others together and trying to reconcile differences.	4
Writing	
Communicating effectively in writing as appropriate for the needs of the audience.	5
Complex Problem Solving	
Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.	6
Systems Analysis	
Determining how a system should work and how changes in conditions, operations, and the environment will affect outcomes.	7
Operations Analysis	
Analyzing needs and product requirements to create a design.	8
Management of Material Resources	
Obtaining and seeing to the appropriate use of equipment, facilities, and materials needed to do certain work.	9
Management of Financial Resources	
Determining how money will be spent to get the work done, and accounting for these expenditures.	10



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Top 5 Required Knowledge

Sales and Marketing	
Principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.	1
Customer and Personal Service	
Principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.	2
Administration and Management	
Business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.	3
Communications and Media	
Media production, communication, and dissemination techniques and methods. This includes alternative ways to inform and entertain via written, oral, and visual media.	4
Education and Training	
Principles and methods for curriculum and training design, teaching and instruction for individuals and groups, and the measurement of training effects.	5



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Top 10 Required Technology Skills

Internet browser software	
Google	1
Web page creation and editing software	
Facebook	2
LinkedIn	5
Spreadsheet software	
Microsoft Excel	3
Sales and marketing software	
Google Ads	4
Information retrieval or search software	
LexisNexis	5
Instant messaging software	
WhatsApp	7
Customer relationship management CRM software	
Microsoft Dynamics	8
Enterprise resource planning ERP software	
Microsoft Dynamics	8
Object or component oriented development software	
Python	10
Word processing software	
Microsoft Word	10