CJ Patel

CJ Patel Group is a diverse group of companies operating with over 90 years of history across a variety of industries all with the common goal of delivering world-class products and services. The CJP Group controls operations of over 13 different companies using a variety of ownership model from joint ventures to wholly owned subsidiaries. With the head office in Suva, CJ Patel Group has extended manufacturing, sales, distribution, and service businesses in Fiji with renowned brands and products and significant exports to several countries and other regional markets such as New Zealand, East Timor, Vanuatu, Kiribati, Tonga, Samoa and Papua New Guinea.

SALES REPRESENTATIVE

About Us:
Newman Pte Limited, a subsidiary of the CJ Patel Group, is the largest electronic payments processor of prepaid mobile airtime top-up services in Fiji. The company plays a vital role in sales and distribution of prepaid mobile top - up services, M-PAiSA deposits / withdrawal services, specializing in electronic recharge, Mobile Postpay services, and other pre-payment services across the country. We are looking for a dynamic, highly competent and experienced person to join us as **Sales Representative**. The position is based in **Suva** and the **Central Region.**

Key Responsibilities:
- The successful candidate will be responsible for supporting business growth by expanding recharge distribution, achieving revenue targets, and maximizing market share within defined timelines and budget.
- Identify, sign up, and onboard new recharge merchants.
- Build and manage strong relationships with assigned customers.
- Provide continuous training, support, and coaching to EPAY agents, including services like M-PAiSA, eTransport and HFC Elavo.
- Ensure accurate daily stock reconciliations and deposits, with proper supporting documentation.
- Collaborate with the Operations Manager to meet daily, quarterly, and annual sales targets, and ensure timely reporting.
- Work cross-functionally with Operations and Finance departments.
- Maintain strong working relationships with internal teams and customers.

Qualifications & Requirements:
- Diploma in Sales & Marketing, Business, or a related field.
- Minimum of three (3) years' experience in sales, marketing, or product distribution. Experience in the telecommunications industry will be an added advantage.
- Proven ability to manage and follow through on schedules and commitments. Strong communication and interpersonal skills.
- Self-motivated, team-oriented, and capable of working independently.
- Valid group 2 driver's license with a clean driving record.
- Tech-savvy with strong business acumen.
- Willingness to work flexible hours, including weekends if required.

Remuneration:
Competitive market-based remuneration package will be offered to the successful candidate, commensurate with qualifications and experience.

How to apply:
Interested candidate who meet the above criteria can apply online using below link:
https://jobs.hrmonise.com/details/5152/newman/sales-representative

For more information, please email us on **careers@cjpatel.com.fj** or call us on : **(679) 9924651**

https://www.linkedin.com/company/cjpatel
CJ Patel Group of Companies

NEWMAN PTE LIMITED

Applications close on 28th November 2026