

More and more people are demanding that less chemicals are used to make products they use, while the manufacturers of these products are continually trying to improve and increase their output without harming the environment. The key to meeting both these needs has been found in enzymes – natural substances which are used to speed up chemical reactions (catalysts).

**Who can help industry find the right enzyme-based product, or introduce a newly-discovered enzyme to solve a specific problem?**

## The Technical Sales Representative!

**Meet Thando Mbandlwa,**  
a Technical Sales Representative  
at Novozymes SA in Johannesburg  
**BSc (Biochemistry and Chemistry)**

**... the challenge of the job:**

*“In sales, the reality is that you will be turned down at some stage, regardless of how good your product is!”*

**... career satisfaction:**

*“Grasping the problem and selling the solution!”*

**... a common misconception encountered:**

*“People who say that they don’t eat bread with enzymes in it!”*

### What does Thando do?

Thando helps producers in the sugar, baking, brewing and detergent industries to select enzyme-based products to improve their performance.

Different enzymes are used for different tasks, depending on what chemical reaction they help. For example, enzymes are used in bread baking to ensure longer shelf-life, improve crumb structure, and to add volume. The detergent industry uses enzymes to ensure cleanliness without using too many chemicals. The enzyme protease speeds up the breakdown of proteins to remove a gravy spill or a dirty collar whereas lipase speeds up the breakdown of fat, making it water soluble.

### What do I need to be a technical salesman?

**Characteristics:**

Good communication and problem-solving skills, ability to move between a scientific, manufacturing and margin-driven sales domain

**Important school subjects:**

Biology, Mathematics, Physical Science

**Qualifications:**

NDip or BTech in Biotechnology or Food Technology; BSc – Natural Sciences/ Biotechnology/Microbiology/Chemical, Molecular & Cellular Sciences/ Biochemistry/Biological Sciences/Molecular and Cellular Biotechnology

### Where can I get a job as a technical salesman in the biotechnology domain?

Multinational, commercial companies producing biological products with distributing offices in South Africa

