



<b>Job title</b>	<b>New Business Sales Representative</b>
<b>Location</b>	Woodmead, Johannesburg, South Africa
<b>Contract Type</b>	Permanent
<b>Reporting Structure</b>	Line Manager
<b>Position Description</b>	<p>SEIDOR Networks is looking for a New Business Sales Representative to join a growing team based in Woodmead, Johannesburg.</p> <p>The New Business Sales team is responsible for increasing sales with prospects for new customers.</p> <p>The candidate will be accountable for identifying prospective customers, following up on potential sales leads and building relationships with new customers. This will be achieved through measurable performance goals.</p> <p>This is the perfect role for a self-motivated individual with a natural passion for people with industry-relevant experience and the ability to work in a process-driven environment.</p>
<b>Remote Working</b>	<p>The candidate may be required to work remotely from time to time to fulfil his/her responsibilities.</p> <p>The candidate will be required to have a reliable uncapped Internet connection with a minimum of 4Mbps upload and download speed with an average uptime of 99% or better.</p> <p>The candidate will be required to have the necessary backup power to perform his/her duties during planned or unplanned power outages.</p>
<b>Role Requirements</b>	<ul style="list-style-type: none"> <li>• Matric certificate</li> <li>• <b>Minimum 3-year's</b> industry-relevant sales or technical experience in the Managed Services (MSP) environment</li> <li>• Must be able to travel to and from the Woodmead office and customers in Johannesburg to perform his/her daily duties</li> <li>• Must have a valid drivers' license and own reliable vehicle</li> <li>• The position requires a mix of office-based and remote work from home as well as Customer face-to-face meetings</li> <li>• Must be willing to learn new technologies</li> <li>• Must be willing to complete predetermined certifications at regular intervals</li> </ul> <p><b>Required Knowledge / Experience:</b></p> <ul style="list-style-type: none"> <li>• IT Managed Services sales experience</li> <li>• CRM experience</li> <li>• Microsoft &amp; M365 Licensing</li> <li>• Basic Technical understanding of a Network</li> <li>• Experience in presenting to customer C-Level</li> </ul> <p><b>Advantageous Knowledge / Experience / Certifications:</b></p>

	<ul style="list-style-type: none"> <li>• ITIL Foundation</li> <li>• ConnectWise Manage</li> <li>• IT Industry related product knowledge</li> <li>• Understanding of ERP</li> </ul>
<b>Key Responsibilities</b>	<ul style="list-style-type: none"> <li>• Generating and following up on new business leads &amp; opportunities</li> <li>• Meeting or exceeding sales goals</li> <li>• Coordinating sales efforts with marketing programs</li> <li>• Engaging with Solutions Architects to present solutions</li> <li>• Building and maintaining customer relationships</li> <li>• Customer satisfaction</li> <li>• Communicate telephonically, electronically and verbally with potential prospects and customers on potential sales opportunities</li> <li>• Ability to work in a team and independently to provide customer service</li> <li>• Ability to prioritize, escalate and request assistance when needed in a timely manner</li> <li>• Must be open to learning new technologies and service delivery methodologies</li> </ul>
<b>Key Attributes</b>	<ul style="list-style-type: none"> <li>• Excellent communication skills (verbal and written)</li> <li>• Natural technical enquiring mind</li> <li>• Technically astute</li> <li>• Detail-orientated</li> <li>• Strong analytical and problem-solving skills</li> <li>• Demonstrate good people skills</li> <li>• Energize through interaction with people</li> <li>• Work within a team or independently</li> <li>• Good Time management skills</li> <li>• Dependable and responsible</li> <li>• Positive attitude</li> <li>• Willing to learn</li> <li>• Calm under pressure</li> <li>• Self-management skills</li> <li>• Presentable</li> <li>• Punctual and reliable</li> </ul>
<b>HR Contact</b>	<p>Lynette du Plessis  011 018 3000  <a href="mailto:lynetted@seidorafrica.com">lynetted@seidorafrica.com</a></p>