



<b>Job Title</b>	<b>New Business Sales Representative</b>
<b>Location</b>	Cape Town, Western Cape
<b>Contract Type</b>	Permanent
<b>Reports to</b>	SADC Sales Manager
<b>Position Description</b>	<p>The New Business Sales Representative is an on-the-ground, experienced “hunter”. who is responsible for new business sales.</p> <p>You will constantly be hunting for new prospects (on your own and in conjunction with the sales team). You will be also responsible for initial prospect meetings, qualification, solution proposal and closing.</p>
<b>Requirements</b>	<ul style="list-style-type: none"> <li>• Matric + Tertiary Qualification (preference)</li> <li>• At least 2-3 years business software sales experience (i.e. Accounting; ERP; HR systems; other solutions with 2-4 months sales cycle)</li> <li>• Must have proven “hunter” sales experience (able to showcase success)</li> <li>• Experience in working independently to drive sales</li> <li>• Contactable references</li> </ul>
<b>Responsibilities</b>	<ul style="list-style-type: none"> <li>• Building and managing the new business sales pipeline</li> <li>• Initial qualifications meetings/follow ups</li> <li>• Building and running presentations</li> <li>• Preparation of proposals, and responses to: RFP’s, RFQ’s, expression of Interest, Tenders</li> <li>• Follow up meetings and negotiation</li> <li>• Deal closure</li> <li>• Achievement of branch and individual new business sales targets</li> <li>• Business Development</li> <li>• Assist in evaluation of competitive solutions and vertical markets to refine the ‘go to market’ (GTM) product stack</li> <li>• Aligning system functionality with customer expectations</li> <li>• Maintain CRM records</li> <li>• Achievement of branch net-new-names target</li> <li>• Awareness and adherence to company policies and procedures</li> </ul>
<b>Key Attributes</b>	<ul style="list-style-type: none"> <li>• Ambitious and Competitive</li> <li>• Extrovert, confident, presentable, sincere and reliable</li> <li>• The candidate would have the gravitas to interact at the highest levels within target organizations and be very comfortable with business concepts, business needs, processes and terminology</li> <li>• Ability to align business expectations with a solution</li> <li>• Focused and Well Organized</li> <li>• Good multitasking and relish the challenge of building significant market share with great products and solutions</li> <li>• Deadlines are important so good time management and motivation is critical</li> <li>• Team player</li> </ul>