



Leadership through innovation

BBBEE LEVEL 1

External Sales representative in IT industry

Welcome to our job portal!

We are looking for new talent! A Sales individual who is eager to find new business and build their own customer base.

A person who is continuously looking to increase sales by prospecting new potential customers.

Job Title: Corporate Account Manager.

Requirements:

- Preferably from IT Industry
- Strong Excel Skills
- Customer-centric
- Self-motivated and Target driven individual.
- Need to analyse active customer base, segmentation, Industry type, Sales areas, Sales reports, and Sales activities etc.
- Manage CRM and make sure their customers details are updated and correct
- Identify potential target areas, Target Markets, Industry Types
- Work together with customers to create and maintain a win-win relationship with new and current customers
- Strong sales, analytical, organization, communication and people skills required.
- Ability to adapt quickly to new technologies, products, and procedures
- Ability to work and thrive in a multi-tasked and fast-paced environment.
- Professional and positive attitude and work ethic
- Focuses on achieving positive results contributing to the divisions success.
- Functional skills and broad-based business knowledge, to meet and exceed customer expectations.
- To manage customer expectation and customer experience.
- To show the Value proposition to customer and narrow the gap between customer expectation and customer experience.
- Must have own Reliable Car

UPLOAD CURRICULUM VITAE (CV)