



SALES EXECUTIVE

Location: Bryanston
Position Type: Permanent
Start Date: ASAP

About the Position:

If you are an ambitious, dedicated individual with a strong work ethic and desire to succeed, you deserve to work with a company that sets the same high standards for itself and its associates. The Sales Executive will sell Technology and services across the various industries. The ideal candidate must have the energy and enthusiasm to seek new business. You will be required to grow the company's client base, develop new business and markets through New Sales. Implement sales and business strategies to achieve your personal Sales Quota's. Your experience of sales within the Software (Technology), Training and Consultancy is a pre requisite for this position. This company is offering excellent salary packages and growth opportunities and prospects.

Education/ Training and Experience:

- Matric, Diploma or degree
- A Track record of Software Sales experience within the Enterprise Systems Management and IT Service Management industry
- Good Computer skills
- Knowledge of BMC or CA software would be a distinct advantage

Roles and Responsibilities:

- Effectively Selling Software, training and consulting services
- Develop new business and nurture existing client base
- Implement Sales and business strategies to achieve targets

Personal Attributes and Skills:

- Excellent communication skills
- Demonstrable Selling Ability
- Customer centric
- Sound people skills
- Dynamic
- Ability to interact and communicate at various levels
- Effective negotiation skills