

INTERNAL ADVERTISEMENT

A vacancy exists for a Sales Consultant in Johannesburg within ATM Solutions.

To acquire new clients by generating sales leads, following up on sales leads, making sales, collecting and submitting signed documentation for review and approval of sales applications, following up on submitted applications and installations to ensure that the company acquires sufficient new business that is viable and generates a profit for the business in line with projected sales on the budget.

The responsibilities of the position include:

Lead generation

- Creating a database and identifying potential sites
 - Cold-calling to find potential new customers
 - Building relationships with existing clients in order to get referrals
 - Building a sales pipeline
 - Ensuring that when some deals are closed, new prospects are identified to rebuild the pipeline

Following up on leads/ Making the sale

- Obtaining leads from the sales administrator and working on the lead by researching the lead and there by understanding what type of business the person operates, whether there are ATMs in the area, looking at the customer turnover
- Contacting leads and assess whether the site seems viable
- Looking at the area to see the proximity to other ATMs, understanding population content in the area
- Meeting with the store owner to complete the application, go through paperwork, collect paperwork (including registration, bank details, Identification documents, etc.), discuss and negotiate the terms of the agreement
- Presenting different types of ATMs / installations and machines / different deal types to the client
- Taking pictures of the site and having detailed knowledge of site and GPS co-ordinates
- Managing client expectations and ensuring they know what can be delivered

Submitting sales documentation

- Providing motivations and reasons why there should be an ATM installed at the specific site and submitting to the sales administrator
- Forwarding details of the site to Check security – identify whether it is a high risk site
- Preparing a cash flow projection to identify whether the client has enough cash to load the ATM or whether the CIT option should be considered to identify the type of deal that would be best suited to the client
- Checking the accuracy of the paperwork, ensuring it is signed and handing over the paperwork to the Sales Administrator

ATM installations

- Following up on the sales spreadsheet compiled by the sales administrator to find out whether the deal is approved
- Keeping in touch with departments, including the deployment department to find out if there is a site quote and if it is reasonable
- Advising the client of the installation spot and the type of signage that will be used
- Following up and ensuring that the client's expectation is met
- Monitoring the ATM and transactions post installation to check that the machine is switched on and cashed
- Dealing with any come backs from various departments and ensuring that security has all their requirements met before the installation can happen

In order to be considered for the position, the following requirements must be met:

- Matric
- Suitable Sales Course
- MS Office
- *Min 3 years' experience in selling ATM's would be an advantage*
- Proven ability to Negotiate and close deals
- Conflict resolution
- Must have own Vehicle and valid driver's license
- Willingness to travel into rural areas
- Ability to generate own leads
- Handling and overcoming rejections

Behavioral Competencies:

- Planning & Organising
- Communication & Impact
- Customer Focus
- Problem-solving
- Initiating Action
- Contributing to Team Success
- Work Standards
- Passion & Attitude
- Continuous Learning
- Industry and Business Knowledge
- Driving for Results
- Adaptability
- Coping with stress / change