

INTERNAL ADVERTISEMENT

A vacancy exists for a Sales Consultant in Cape Town.

The purpose of the position is 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:

- Generate Leads, create database and identifying potential sites
- Building relationships with existing clients in order to get referrals
- Assess site feasibility
- Meeting with the customer to complete the application
- Discuss and negotiate the terms of the agreement
- Presenting different types of ATMs and deals
- Ensure all supporting documentation is complete and submitted
- Forwarding details of the site to security
- Keeping in touch with relevant departments to track installations
- Advising the client of the installation spot and the type of signage that will be used
- Monitoring the ATM and transactions post installation
- Dealing with any come backs from various departments

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, close deals and conflict resolution
- Must have own Vehicle and valid driver's license
- Willingness to travel into rural areas
- Ability to generate own leads

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