

SALES REPRESENTATIVE GAUTENG

Basic Task description:

Reporting to the Director directly, you will be responsible and accountable for the achievement of sales targets in selling telematics fleet management solutions using your specialized skills and ability and in line with the company strategy and sales budget. This role will also include ancillary activities that are normally associated with the function of Sales Manager.

Normal Duties and Responsibilities:

- To sell Telematics solutions with the view of meeting and exceeding sales targets
- To be fully aware of key corporate customer needs and regularly interface with key corporate customers assigned
- To actively generate new opportunities through collecting market, technical and commercial intelligence on potential and assigned customers, and to assess these opportunities with the assistance and guidance of the Managing Director.
- To properly develop and maintain corporate account plans
- To prepare accurate monthly, quarterly and annual forecasts and properly complete all other admin and related work
- To share knowledge and experience in the sale of Telematics solutions to improve overall Telematics performance
- To make a tangible contribution to the sales strategy
- To undertake all reasonable sales tasks given by the Managing Director from time to time.

Abilities:

- Sound understanding of solutions selling environment
- Good business and technical acumen
- High degree of self management, enthusiasm and energy
- Good corporate & solution selling skills
- Good team player
- Good communication skills, both verbal and written
- Good ability to assess a opportunity and apply the most effective and efficient approach

Minimum Requirements:

- Good corporate selling skills
- Good interpersonal skills
- Good presentation skills
- Computer Literacy (above average level of MS office products)
- Ability to demonstrate financial benefits

Person Specification:

Must be a sales person at heart. The individual must be dynamic, self-motivated and actively accept responsibility and accountability to achieve and exceed targets. The individual must also have the ability to cope under pressure and be energised through people contact.

Ideal industry background: Telematics, transport or logistics, IT or motor vehicle tracking industry.

Benefits:

- 15 days annual leave
- Company cell phone
- Company petrol card
- Quarterly commission payable on reaching of sales targets

Cost to company includes the following:

Basic Salary

Travel allowance

Employer contribution to medical aid

Employer contribution to pension fund

The package also offers a company cell phone and fuel card. Commission is dependent on meeting sales targets and is paid quarterly.

Date: 15/02/2012
City/Town: Cape Town
Location: Gauteng
Wage/Salary: R8-000-12000 per month plus comm
Start: Immediately
Duration: Full Time
Type: Full Time
How to apply: Email admin@tracontime.com