

# SENIOR SALES REPRESENTATIVE

## Introduction

AfriGIS is looking for a Senior Sales Representative to join our team.

## Minimum Requirements

### Qualifications & Experience:

- 5+ years' experience within a **technical, business to business, solution selling sales environment**
- Exceptional sales and customer relationship management skills with in-depth knowledge of the market, including extensive industry contacts on executive and senior management levels
- A relevant qualification

### Other Requirements:

- Own transport & a valid driver's licence

## Main Responsibilities

- New Business Development - Source and close new deals
- Handle potential leads and generate new leads
- Draft and send proposals and quotes
- Deliver exceptional customer service
- Follow through on delivery
- Understand the customer's demands, plan how to meet these demands, and generate sales for the company as a result
- Understand the business constraints and workflow challenges of the client's organisation and industry
- Identify new sales opportunities within existing accounts (farming, up-selling and cross-selling)
- Interact and coordinate with other staff members in other departments working on the same account
- Assist with upskilling and mentoring of less experienced team members
- Focus sales efforts by studying existing and potential clients
- Monitor competition by gathering current marketplace information about products, offerings, etc.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, making recommendations
- Capture information on the CRM and ensure it is up to date

### **Other Competencies and Qualities**

- Excellent negotiator
- Confident and professional
- Highly influential and driven
- A passion for excellence
- Positive, enthusiastic and resilient

**Should you be interested please send your CV to [careers@afriqis.co.za](mailto:careers@afriqis.co.za)**