

NEW BUSINESS (SALES POSITION) – WESTERN CAPE

TITLE

NEW BUSINESS (SALES POSITION - SmartMatta)

REPORTS TO

NATIONAL SALES MANAGER

JOB SUMMARY

To effectively achieve new business and organisational goals. Generate a consistent pipeline of new business contracts for on-site waste management services, stand-alone collection services and overall marketing of the company's services. Responsible for ensuring customer satisfaction and managing the quality of service delivery.

RESPONSIBILITIES:

- Maximise sales opportunities and achieve sales goals
- Generate and pursue sales leads, qualify leads and prospects in order to ascertain the relevance of the prospective clients need, in relation to our service offering
- Make appointments for site visits to conduct waste management audits
- Prepare proposals for the prospective clients including costing and operational plans
- Present proposals to prospective clients and negotiate contractual terms with them
- Produce sales and other required reports
- Maintain records of sales activities: sales, prospecting, presentations, closed sales and follow up activities
- Grow market share and revenue through existing customers
- Actively explore additional business opportunities for the company to offer, as an extension of the current service offering
- Acquire and maintain acceptable levels of product knowledge and knowledge of the market

COMPETENCIES:

- Proven ability to achieve sales targets
- Performance orientated: possess initiative, enthusiasm and self-motivation to get things done
- Self-starter who works well without supervision
- Excellent communication, interpersonal and negotiation skills
- Excellent organisational, planning and time management skills with an ability to meet deadlines
- Ability to work and perform well under pressure and can adapt to changing work requirements and situations
- Must be well presented and professional
- Customer focused approach: must be able to think on your feet, assess customer information and solve problems
- Excellent work ethic
- Teamwork: ability to provide a mature, confident approach to the position and contribute effectively as a team member

MINIMUM REQUIREMENTS:

- Minimum matric / grade 12
- Relevant Diploma or Degree in a related field (sales / marketing) will be advantageous
- Minimum 3-5 years working experience in a sales or marketing role
- Industry experience is advantageous
- Proven track record of success in sales / new business acquisition
- Relevant qualifications and experience, knowledge and skills
- High proficiency in Microsoft Office is essential
- Valid Code 8 Driver's License

Employment will be implemented in accordance with the Employment Equity Act.

Only Applicants considered for the role will be contacted.

Closing date: 10th January 2022

Should you wish to apply, please submit an online application via our website