

Remuneration: R7000 + Commission
Location: Gauteng
Education level: Matric certificate
Job level: Junior/Mid
Type: 6 month Contract (option of a permanent position)

Job description

iLiveSafe is a leader in complete identification, safety and rapid response seeking a determined, driven sales person, to call on new clients promoting and selling the services we provide.

CORE FUNCTIONS:

- Promotes/sells/secures orders from prospective customers through a relationship-based approach.
- Demonstrates products and services to potential customers and assists them in selecting those best suited to their needs.

DETAILS OF FUNCTION:

- Establishes, develops and maintains business relationships with prospective customers in the assigned territory/market segment to generate new business for the organization's products/services.
- Makes telephone calls and in-person visits and presentations to prospective customers.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Analyses' the territory/market's potential and determines the value of prospective customers value to the organization.
- Identifies advantages and compares organization's products/services.
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.

Requirements

Min. requirements

Excellent sales track record

High energy levels and hungry for sales

Good communicator, to liaise with internal departments and customers

Valid driver's license and own transport

Personal Skills/Attributes

Highly organised and particular

Hardworking/dedicated

Well-presented and professional

Sales hungry and driven

Contact details

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