

Position Title: Sales Development Consultant
Position reports to: Line Manager
Direct Reports: N/A
Office Location: Adapt IT Johannesburg Campus

PURPOSE OF THE POSITION

Grow the market of an international world-class financial software product in the Corporate market. Your time will be dedicated to prospecting and developing new business, as well as up-selling and cross selling to existing clients.

PRIMARY RESPONSIBILITIES FOR THE ROLE

- Achieve revenue and GP targets as per sales plan.
- Manage pipeline and activities accordingly.
- Develop and maintain excellent product knowledge to ensure our products are well represented in the market.
- Ability to sell the benefits and value of all products.
- Speak to a minimum of 15 clients per day.
- Conduct prospecting calls daily to grow market share.
- Prepare timeous quotes, proposals and follow ups in response to clients' needs.

Adopt the CaseWare Africa sales methodology; attend sales meetings to report on progress against sales plans, log every interaction on Salesforce.com (CRM system) and prepare sales feedback reports as required.

MINIMUM QUALIFICATION AND EXPERIENCE REQUIREMENTS

TECHNICAL SKILLS KNOWLEDGE & ABILITIES

- Excellent track record in solution sales and achieving targets consistently.
- Problem solving skills and ability to deal with potentially difficult clients.
- Mature individual with high level of emotional intelligence.
- Good computer literacy in general, particularly with MS Office and CRM systems.

Accounting background preferable.

Behavioral / Soft Competencies, Skills and Abilities

- Positive attitude.
- "Hunter" type of profile.
- Excellent verbal and written communication skills.



- High level of professionalism.
- Well-developed problem solving skills.
- Excellent negotiation and closing skills.
- Self-starter who is highly motivated.
- Proven ability to excel under pressure in a very busy environment.
- Ability to multi-task and work across multiple projects.

COMPUTER SKILLS AND KNOWLEDGE

- Good computer literacy.
- Experience in working with a CRM system (Salesforce.com an advantage).

Knowledge of accounting software systems highly desirable.

Details of Experience

Essential requirements: At least 2 years’ software sales (either internal or external) experience in a high-volume environment – as evidenced by at least 15 deals closed per month in a similar software sales role where the focus has been on high volume sales.

Desirable requirements: Accounting software experience.

Education & Qualification

Essential requirements: Completed Matric.

Desirable requirements: Formal sales training is highly recommended. Completed degree is preferable.

Contact Person: [Mandy Barret](#)

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