

RECRUITMENT SPECIFICATION



Date:

HIDDEN

Reference Number:

AD001

Company -Division:	Large SA IT	Business Unit:	Servers & Storage
Position:	Sales Manager	Required Start Date	<i>A.S.A.P.</i>
Reporting to:	General Manager of the Division		

Minimum Requirements:	<ul style="list-style-type: none"> ○ Manage sales team for XXX division. ○ Develop customer base for XXX ○ Develop and drive sales strategies for the team, focusing on achievement of target and development of sales team. ○ Assist, encourage and guide sales team, through the joint development of solutions, and account management strategies ○ Performance monitoring and appraisal of sales team
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Preferred additional skills:	<ul style="list-style-type: none"> ○ Responsible for overall sales target for XXX ○ Assist sales staff in finding & developing deals ○ Ownership and resolution of sales related issues ○ Management and development of Key Account Plans with sales team ○ Develop strategic partnerships with selected target resellers and partners ○ Present XXX's total solution and services value proposition to customers
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Summary of Position:	<ul style="list-style-type: none"> ○ Proven sales management and sales track record in high value IT sales. ○ Ability to plan and co-ordinate complex sales ○ Outstanding communication skills (verbal and written) ○ Credible at board level from a business and IT perspective ○ Energetic, enthusiastic, motivated self-starter ○ Committed to the concepts of technology enabled, total quality selling ○ Min 3 years sales management experience ○ Ability to motivate a large team of sales people ○ Manage sales performance, pipeline development & Forecasting ○ Ability to create New Business opportunities
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Please contact:

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