

RECRUITMENT SPECIFICATION



Date: **HIDDEN**

Reference Number: **ES003**

Company -Division:	HIDDEN	Business Unit:	HIDDEN
Position:	Senior Sales Executive	Required Start Date	<i>A.S.A.P.</i>
Reporting to:	Business Unit Manager		

Minimum Requirements:	<ul style="list-style-type: none"> ○ At least 4 years proven track record in direct IT sales. ○ Excellent record of meeting sales quotas. ○ Excellent communication and presentation skills. ○ Ability to handle stress and meet deadlines. ○ Strong negotiation skills. ○ Commitment to the concepts of technology enabled, value-added selling.
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Preferred additional skills:	BCom, BSc or equivalent tertiary qualification advantageous.
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Summary of Position:	<ul style="list-style-type: none"> ○ Selling of entire Enterprise Systems solutions and services portfolio at senior management and board level. ○ Business development within selected large accounts. ○ Retain and grow services revenue in the existing customer base. ○ Sell Professional Services offerings to new and existing customer base. ○ Develop and maintain sound relationships with customers. ○ Remain up-to-date with product knowledge and trends in IT industry and general business. ○ Proposal writing and presentation. ○ Regular forecasting.
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Please contact:
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