

RECRUITMENT SPECIFICATION



Date: **HIDDEN**

Reference Number: **IS004**

Company - Division:	Network/Internet Business Solutions	Business Unit:	Large-Key-Accounts
Position:	Sales Manager	Required Start Date	<i>A.S.A.P.</i>
Reporting to:	Sales Director		
Reporting to you:	Currently 12		
Liaise with:	Regional Manager, Business Unit and Product Managers, Finance, Engineering and Support team		
Promotional opportunities:	Global IT solutions provider with opportunities across all markets.		

OVERALL OBJECTIVE:	Use your IP network and "large business problem" solving skills to satisfy this career opportunity. Sales Manager to lead an Account team, develop and execute sales strategy and tactics. Sales planning, pipeline management and accurate forecasting are central skills. Motivation and development of Account Managers, and sales support staff. Direct customer contact and building senior relationships is a major function within this role.
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Preferred Qualifications:	The candidate should have a minimum post-matric qualification, preferable in commerce or marketing.
Additional Skills:	Competent in Microsoft Office. Advantageous if the candidate has previous experience working with a CRM package, especially Siebel.
Disposition:	This candidate should be a self-starter with very strong communication and presentation skills. Must demonstrate strong leadership skills within a teaming environment.

Experience:	A minimum of 5 years account management experience and quota overachievement is required, within the IT field, especially infrastructure or networking communications with in the Region. The candidate must demonstrate strong skills in both New Business acquisition as well as Corporate Strategic Account Management.
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