

RECRUITMENT SPECIFICATION



Date:

HIDDEN

Reference Number:

QS001

Company -Division:	Consulting	Business Unit:	
Position:	Sales Performance Coach	Required Start Date	<i>A.S.A.P.</i>
Reporting to:	Yourself/peer review		

Minimum Requirements:	<ul style="list-style-type: none"> ○ Manage your own performance. ○ Develop customer base for yourself and QuadS ○ Share expertise ○ be available to take up consulting tasks sold by others ○ Performance monitoring and appraisal of sales team
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Preferred additional skills:	<ul style="list-style-type: none"> ○ Responsible for your overall sales target and personal revenue ○ Assist QuadS in finding & developing deals ○ Ownership and resolution of sales related issues ○ Management and development of Key Account Plans with Key Accounts ○ Develop strategic partnerships with selected target resellers and partners ○ Present QuadS total solution and services value proposition to customers
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Summary of Position:	<ul style="list-style-type: none"> ○ Proven sales track record in high value complex sales. ○ Team player with the ability to plan and co-ordinate complex sales ○ Outstanding communication skills (verbal and written) ○ Credible at board level from a business perspective ○ Energetic, enthusiastic, motivated self-starter ○ Committed to the concepts of technology enabled, total quality selling ○ Ability to create New Business opportunities ○ Motivation to succeed in your own entrepreneurial space ○ Passion for improving sales through application of process, skills and tools ○ Ability to travel
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Please contact:

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