

# RECRUITMENT SPECIFICATION



Date: **HIDDEN**

Reference Number: **SDF001**

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

<b>Characteristic Requirements:</b>	<ul style="list-style-type: none"> <li>○ Very presentable</li> <li>○ Very confident</li> <li>○ Self driven</li> <li>○ Self motivated</li> <li>○ Self disciplined</li> <li>○ Hungry and determined</li> </ul>
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<b>Background Requirements</b>	<ul style="list-style-type: none"> <li>○ At least 4 years proven track record in B2B IT sales.</li> <li>○ Excellent record of meeting sales quotas.</li> <li>○ Excellent communication and presentation skills.</li> <li>○ Ability to handle stress and meet deadlines.</li> <li>○ Strong negotiation skills.</li> <li>○ Commitment to the concepts of technology enabled, value-added selling.</li> </ul>
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<b>Additional skills:</b>	Sales specific or tertiary qualification advantageous.
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<b>Summary of Position:</b>	<ul style="list-style-type: none"> <li>○ Selling of entire Enterprise Systems solutions and services portfolio at senior management and board level.</li> <li>○ Business development within selected large accounts.</li> <li>○ Sell Professional Services offerings to new and existing customer base.</li> <li>○ Develop and maintain sound relationships with customers.</li> <li>○ Remain up-to-date with product knowledge and trends in IT industry and general business.</li> <li>○ Proposal writing and presentation.</li> <li>○ Accurate forecasting.</li> </ul>
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Please contact:  
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