

New Business Sales Consultant – Durban

Description

WE ARE HIRING:

NEW BUSINESS SALES CONSULTANTS x 2 (DURBAN)

EXPERIENCE IN THE FOLLOWING INDUSTRIES:

SALARY: R 31 000.00 – R 38 000.00pm TCTC

**VEHICLE TRACKING/FLEET MANAGEMENT/ SaaS/ BIG DATA OR
TELEMATICS EXPERIENCE ADVANTAGEOUS**

The main purpose of this position is to confidently sell and market our clients solution stack to new customers within the fleet and SMB market segments. Ensuring monthly sales targets are met at optimum profitability whilst delivering excellent customer service.

JOB FUNCTIONS:

Ensure that the business target is achieved or exceeded by selling and promoting our clients solution stack to new customers. Ensure that the cold calling target of 290 calls per week is achieved in line with the customer visitation strategy. Ensure that a minimum of 3 new customer presentations are achieved per day. Ensure that a solutions stack selling methodology is adopted and driven through your customer engagements. Ensure that opportunities entered into our client pipeline are accurate and managed on a weekly basis with respect to days in the pipeline and constant customer engagement and visitation to ensure the quick close of the opportunities.

CUSTOMER SATISFACTION AND RETENTION:

Ensure that a first-call resolution culture is adopted and driven in terms of all types of customer communication. Ensure that you are fully trained and comfortable with the entire companies solutions stack. Ensure that your customer service index (CSI) remains above a 90% threshold. Ensure that preventable churn within your sellable customer base is measured and managed in line with a zero-churn culture.

QUALIFICATIONS AND EXPERIENCE:

Bachelor's Degree in Sales Business, Marketing or a related field. Proven track record of success in sales, or experience in a similar role. Proven experience in hunting for new business and consistently closing deals in line with the allocated sales target in a face-to-face sales environment. Experience with data-driven solutions, telematics, SaaS or fleet management is highly desirable.

Hiring organization

MJM Recruitment

Employment Type

Full-time

Beginning of employment

02.12.2024

Duration of employment

Full Time

Industry

Fleet Management

Date posted

November 6, 2024

Valid through

31.12.2024

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