



OTTOBAUTHENTIC

Let's Talk... we're looking for:

## PRODUCT SALES (IT Industry (Enterprise))

Centurion

Salary: R25 000 pm CTC

### About:

- PDC is seeking a suitable qualified individual for the position of Product Sales within the Sales department. The ideal candidate will be able to appropriately identify the needs of both new and current customers to aid customers in managing their fleet of equipment.

### Qualifications and Skills:

- Matric
- Minimum 5 Year Sales experience with Enterprise Customers in an IT environment.
- Previous Business Development & account management experience with enterprise customers in an IT environment.
- Highly motivated and target driven with a proven track record in sales success.
- Self-motivated and able to work independently as well as part of a team.
- Strong communication, interpersonal, and negotiation skills.
- Ability to build and maintain long-term customer relationships.
- Articulate and well accustomed to a client facing role.
- Be able to negotiate and interact with influencer.
- Decision makers up to C – Level.
- Willingness and ability to travel locally and potentially nationally when required.
- Valid driver's license and reliable transportation.

### Responsibilities:

- Meeting or exceeding sales goals.
- Develop and maintain relationships with existing customers to ensure long-term customer satisfaction and repeat business.
- New business development: 80% new business development, 20% existing business.
- Conduct research and identify potential customers through various means, such as cold calling, prospecting, networking, and existing customer base.
- Account management visits to our customers to identify opportunities for growth within our platform based on budget and KPI objectives.
- Manage all reporting of customers' accounts with opportunities based around targeted areas based on Budget and KPI.
- Meet with clients to assess their needs and provide them with solutions that best meet their requirements.
- Prepare and deliver presentations, proposals, and arrange demonstrations to potential clients to showcase products and services.
- Responsible for building and maintaining long-term customer relationships to increase sales revenue and profitability and strive to improve customer satisfaction through excellent customer service.
- Keep up to date with industry trends, technologies, and products to maintain a competitive edge and increase sales.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Keep a high-level knowledge about existing products and services, and learn about new products and services as they come in.
- Identify and onboard new reseller partners aligned with our brand and growth strategy.
- Manage and grow relationships with existing resellers to maximize revenue and performance.
- Develop and execute channel sales strategies and promotional campaigns.
- Provide training, product knowledge, and support to reseller partners.
- Monitor performance metrics and report on partner sales activity and results.
- Collaborate with marketing and product teams to create targeted resources for the channel.
- Ensure partner compliance with pricing, branding, and sales policies

**How to Apply:** Please submit your resume to: [elsa@ottobauthentic.co.za](mailto:elsa@ottobauthentic.co.za) and use the job title as the subject.