

## JOB DESCRIPTION – Sales Executive

Reference number	JHBBSSE
Department	Business Solutions
Region	Johannesburg
Physical address	5 Woodlands Drive Office Park, Woodmead, Johannesburg
Recruiter	Andrew Jay
Closing date	14/07/2011

### MINIMUM REQUIREMENTS

- Matric/equivalent with at least 3 years corporate working experience
- At least 2 years working experience in a sales environment
- Experience in the Telecoms industry would be mandatory
- Ability to communicate at all levels
- Target driven
- Proven high calibre sales track record
- Good presentation skills
- Strong and proven networking skills
- Own reliable car and valid driver's licence
- Computer literacy essential

### ADDITIONAL REQUIREMENTS

- Ability to cold call/canvass
- Confident, self motivated and have a positive attitude
- Ability to plan and manage time effectively
- Good problem solver
- Good negotiation skills
- Lateral thinker
- Tertiary sales and marketing qualification would be advantageous

### JOB DESCRIPTION

- Responsible for new business development
- Prospecting new clients and expanding the database to include new clients, i.e. new sales
- Achieving set targets