

NEW BUSINESS CONSULTANT- INBOUND

We have an exciting opportunity available in our Cape Town office. The New Business Consultant must ensure sales leads and queries are dealt with, thereby ensuring it is converted into sales.

Key Personal Competencies:

Educational

- Grade 12
- Tertiary Qualification – Advantageous

Work Experience

- 2 years external sales
- Experience with CRM systems for lead & pipeline planning – advantageous

Advantageous

- Good understanding and knowledge of the e-commerce industry
- Payments/banking/software/technical systems

Attitude

- Highly Energetic
- Confident
- Enthusiastic
- Persuasive
- Time management skills
- The ability to work under pressure and able to meet targets and deadlines

Skills

- Excellent negotiator
- Strong customer relations skills
- Ability to work in an independently and within a team
- Strong communication skills both verbal and written
- Well-spoken with good telephone etiquette
- Attention to detail
- Excellent organizational skills
- Adaptable

Responsibilities Include

Sales Management

- Handling sales leads or enquiries with regular follow-ups (telephonically and via email)
- Converting leads into sales to meet specified sales targets
- Deliver the best customer experience possible and ensure that clients feel comfortable and supported

Client Relationship Management

- Send prospective client's information sheets, price lists and agreements relevant to their requirements (cross-selling or up-selling where applicable)
- Meet with clients at the office to drive product sales
- Demonstrate advanced product knowledge and clearly communicate all products, benefits, pricing and billing to prospective clients
- Create positive and lasting relationships with clients

Client Onboarding

- Compile and complete accurate client onboarding documents

Networking

- Participate in trade shows, exhibitions, networking with local associations to promote the company and its products

Reporting

- Participate in trade shows, exhibitions, networking with local associations to promote the company and its products

Email your cover letter and comprehensive CV to talent@paygate.co.za.

NOTE: Please indicate in your email whether you were referred to us, and if so, please say whom referred you.

Applications close 31 January 2019.