

SALES TEAM LEAD

We have an exciting position available in Cape Town. The Sales Team Leader will direct the daily duties of the sales team to attain everyday sales targets. In the absence of the Sales Manager, the Sales Team Leader will assume the duties of the Sales Manager and will be accountable directly to the CSO (Chief Sales Officer). They will be responsible for daily workflow coordination between the sales team members, stakeholders and departments. They will be responsible for the daily team administration, inclusive of but not limited to, staff leave requests, roster management, allocation of sales tasks and reporting. They will have a solid understanding of the PayGate products in order to facilitate the sale of these solutions into top tier Merchants. The Sales Team Lead will be required to conduct regular training sessions with the sales team on the PayGate products and processes. The Sales Team Lead will coordinate all sales reporting requirements and will be responsible for the submitting of the monthly commission report to the CSO for approval. They will have solid leadership and motivation skills.

REQUIREMENTS

Education

- Matric is essential
- A good understanding and knowledge of the eCommerce industry advantageous

Work Experience

- 4 - 6 years Sales experience
- 1 – 2 years team management/supervision experience

Responsibilities Include

Lead Allocation and Tracking

- Ensure workflow is effectively managed and allocated daily

Maintains the integrity of Documentation

- Ensure that all Sales documents/templates are updated regularly
- CRM Management
- Performs regular quality assessments of Merchants/Sales Leads within the Zoho CRM System and provides feedback to the Sales Manager

Staff Management

- Assists the Inbound Sales Manager with the daily/weekly/monthly management of the Sales Team duties and responsibilities

WE'RE HIRING



Reporting

- Assist the Sales Manager in providing reporting on Key Sales Metrics, Daily/Weekly/Monthly
- Provide Daily/Weekly/Monthly Sales Consultant performance reporting
- Compile the monthly Commission Reports

Email your cover letter and comprehensive CV to talentsa@dpogroup.com

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

Directors: M.O. Gat, E. Feinstein, P.H. Harvey, M. Stefanel, U. Goyal | PayGate (PTY)LTD ('DPO South Africa') | Registration no: 2016/096758/07