

SALES EXECUTIVE - SiD Secure EFT

We have an exciting position available in Cape Town. The Sales Executive will reach out to potential new Merchants. This is achieved using a set of sales methods, cold calling and making use of internal Merchant databases (CRM) to source new leads. They will play a supporting role to the SiD Sales Manager in assisting with marketing research, canvassing and closing incoming deals.

REQUIREMENTS

Education

- Matric is essential

Work Experience

- 4-6 years sales experience and/or
- 6-8 years Customer Relationship Management
- Strong sales and cold calling/canvassing experience
- Customer relationship experience
- Proven track record in dealing with clients and stakeholders on various levels
- Prior experience in payments/ banking/ software/ technical industries is advantageous

Skills

- Highly Energetic
- Confident
- Enthusiastic
- Persuasive with clients
- Time management skills
- The ability to work under pressure and able to meet targets and deadlines
- Good personal presentation
- Work independently
- Ability to take own initiative
- Ability to work in a team
- Strong coordination skills
- Strong communication skills both verbal and written
- Well-spoken with good telephone etiquette
- High attention to detail
- Excellent organizational skills

Responsibilities Include

Sales Management

- Cold calling to generate leads with regular follow ups, telephonically and in person
- Converting leads into sales

Market Research

- Conduct online market research to identify selling opportunities to merchants who a requirement for accepting EFT payments
- Conduct online market research to identify out competitor and their footprint in our target arena
- Submit these findings to the sales manager

Client Relationship Management

- Send prospective clients 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

- Provide performance statistics against targets and weekly/monthly update reports to feed into management reporting as required

Responsibilities on Demand

- Due to the fluid and dynamic environment within DPO, new, additional or changed position responsibilities will occur.
- Successful demonstration of change orientation is an on-going responsibility in all positions.

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.