



VACANCY

BIDVEST STEINER

PRETORIA WEST

24 JULY 2017

POSITION:

NEW BUSINESS CONSULTANT

KEY OBJECTIVES:

Responsible for identifying and Generating new Business

MINIMUM REQUIREMENTS

EDUCATION:

Minimum standard 10 / Grade 12

QUALIFICATIONS:

Sales and Marketing Diploma advantageous

EXPERIENCE:

Minimum 2 years sales experience in sales environment

OTHER:

Negotiation and closing skills
Own vehicle and code 8 drivers license
Good telephonic and communication skills
Time management and self management
Negotiate and closing skills
Must be able to work independently
Computer literate

LIST OF TASKS:

Identify new business-new developments and competitor buildings
Target Competitor Buildings and New Developments
Effective Cold Calling and Planning
Negotiation skills at all levels
Ensure all new installations are fully completed
Follow up on all New Business Leads
Achieve monthly Budgeted and Yearly Targets
Follow up and resolve customer queries
Accurate survey of customer sites
Innovative marketing and sales techniques

APPLICATION:

CONTACT PERSON:

Elvis Mojake

E-MAIL:

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TELEPHONE NR:

012 377 3043

ADDRESS:

Unit C6
Kuper Leigh Industrial Park
Cnr Eskia Mphahlele Drive & Moot Street Hermandstad
Pretoria

CLOSING DATE:

31 July 2017

APPOINTMENTS WILL BE MADE IN ACCORDANCE WITH THE COMPANY'S EMPLOYMENT EQUITY OBJECTIVES