

We Are Hiring!

**WE ARE LOOKING FOR NEW URBANNERDS
TO JOIN OUR DYNAMIC TEAM.**

Do you have what it takes?



**URBANNERD
CONSULTING™**

Managed Cloud Solutions Service Provider

Microsoft Partner 

EXTERNAL SALES REPRESENTATIVE

OFFER: 3 MONTH FIXED TERM CONTRACT (RENEWABLE)

LOCATION: CAPE TOWN OR JOHANNESBURG

REMUNERATION: R10 000 - R17 000 per month + 10% Commission (depending on experience)

Microsoft Partner serving customers in and around South Africa is looking for a resource to join our team as a external sales consultant.

Candidates should have a passion and a calling for business development and sales within the industry, as well as have extensive experience within the industry itself. The candidate should have experience working for a Managed Service Provider (MSP) or IT firm, dealing with multiple clients. Proven track record of sales within the industry and strong references needed. Applicants should have excellent English communication skills.

Requirements:

- At least 8+ years of active and current experience in the New Business Development arena of the IT industry.
- Facilitate architectural solutions to the client's needs in real world application
- Comfortable with all technical aspects of IT which is being used in the business world.
- A Tier 3 technician background.
- Highly organised with excellent communication skills.
- Solution orientated and a problem solver.
- Skilled in client relationship management and reporting
- Corporates and SMEs sales experience.

Responsibilities:

- Development of client IT strategies to identify needs of target customer and navigating the proposal and pitch phases,
- Building of the client base and pipeline and active management of it
- Continually value adding to client with a goal of building the most optimum solution, be it taking on a new service or upgrading to a new service/product.
- Strong feedback and reporting to the sales manager in order to strengthen overall market positioning and offering.
- Offering client a quick and efficient service, including a fast analysis of their current state,, quoting and proposal element. Once the deal is closed to ensure that the first delivery of our service exceeds all expectations, in terms of speed, clarity, communication and implementation.