



SALES EXECUTIVE (Hybrid) – July 2023

WIT Evolution has an exciting hybrid career opportunity for an experienced SALES EXECUTIVE at their Cape Town offices.

Some of the main responsibilities include discovering and pursuing new sales prospects, negotiating deals, and maintaining customer satisfaction. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products, we'd like to meet you. Ultimately, you'll help us meet and surpass business expectations and contribute to our company's sustainable growth.

RESPONSIBILITIES:

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling and networking
- Set up meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Gather feedback from customers or prospects and share it with internal teams.

REQUIREMENTS AND SKILLS:

- Proven experience as a Sales Executive or relevant role
- Have at least 1 year of experience, but candidates with longer experience will be given preference.
- Experience in the PABX & Office Automation industry. Office Automation experience includes knowledge of copiers and printers.
- Knowledge and experience in CCTV, Access Control, and Solar will be a plus
- Have their own mobile phone and a reliable motor vehicle.
- Lives in Cape Town
- Proficiency in English
- Excellent knowledge of MS Office
- Thorough understanding of marketing and negotiating techniques
- Fast learner with a passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- High school diploma

RECRUITMENT PROCESS:

- Candidates can apply with their CV (no longer than 2 pages) emailed to info@witos.co.za.
- Qualifying candidates will be notified via LinkedIn or email after which an MS Teams interview will be conducted.
- One-on-one interviews will be scheduled with shortlisted candidates.