

POSITION AVAILABLE: SALES & SOLUTIONS EXECUTIVE

Background:

IPT Holdings is a trusted ICT managed services provider, servicing 1900 customers across the country. We assist companies in defining their IT strategy and technology requirements.

Position profile:

Sell and market the company's services and products. We are looking for a high energy and confident team member, who will help create positive energy and excitement around our value proposition.

Responsibilities:

- Develop new accounts for IPT
- Cold calling and customer engagement
- Sell and market the company's services and products
- Drive profitable growth and account development
- Advise and direct client's business requirements with technological understanding
- Prepare solution presentations to clients
- Manage accurate forecast commitments and pipeline
- Maintain strong relationships with clients
- Grow current customer base and increase revenue both once-off and recurring
- Service existing clients and source new business opportunities
- Exercise your personal sales strategy and execution thereof

Experience requirements:

- 3+ years sales experience in the ICT environment
- Good presentation skills

- In-depth knowledge of MSP environments, SaaS, PaaS, hardware and ICT solutions
- Strong history of overachieving targets

Qualifications:

- Senior certificate
- Sales certification (advantageous)

Behavioural competency requirements:

- Excellent presentation, planning and organisational skills
- Sales driven and service focused
- Able to work independently and be committed to achieving results
- Excellent verbal and written communication skills
- Excellent customer service delivery, satisfaction & retention
- Candidate must self-driven, motivated, innovative and a strong team player

Other responsibilities:

- Driver's licence and own transport essential
- Must be willing to work after hours at certain times
- Must be willing to travel

Basic Salary: R10,000 - R18,000 p/m. Will depend on experience and certifications.

Commission: Uncapped commission earning potential on achieving targets.

Location: The position is in Centurion

Application: Send your CV to anekam@ipth.co.za

IPT HOLDINGS (PTY) LTD

VAT: 424 0205 767
REG: 2003/004690/07

DIRECTORS:
A. van der Westhuizen (CEO)
C. Olwage (COO)
C. Radebe (Director)

PRETORIA

Cnr Jean Avenue and Olievenhoutbosch Road
Bylsbridge Office Park
Building 14
Ground Floor
Block C
Centurion

T +27(12) 749 1000
F +27(12) 676 9599

CAPE TOWN

Avalon Estate
Durbanville
Cape Town
7550

T +27(21) 982 0548
F +27(12) 676 9599

PORT ELIZABETH

68 Hurd Street
Newton Park
Port Elizabeth
6055

T +27(41) 364 1638
F +27(41) 364 1850

BLOEMFONTEIN

7 Collins Road
Linde Building
Ground Floor
Arboretum
Bloemfontein
9301

T +27(51) 447 9575
F +27(51) 430 2241

KIMBERLEY

23 Carters Road
Kestellhof
Kimberley
8301

T +27(53) 861 5669
F +27(53) 861 1915