

Datacentrix Holdings Limited
Incorporated in the Republic of South Africa
(Registration number: 1998/006413/06)
Share code: DCT
ISIN: ZAE000016051
("Datacentrix")

Careers @ Datacentrix

Job Title: Senior Account Manager – Digital Business Solutions

Location: Cape Town

Experience of Consultative selling and supporting clients on digital transformation journeys A broad network of contacts and clients in Gauteng in either Public or Private Sector Builds market position by locating, developing, defining, negotiating, and closing business relationships.

Primary Role Accountabilities:

Proven expositiuyre in the following :

- Experience of Consultative selling and supporting clients on digital transformation journeys
- A broad network of contacts and clients in Gauteng in either Public or Private Sector Sell the Datacentrix Value Proposition offerings into the region to assigned clients
- Sell the Datacentrix Value Proposition offerings into new earmarked clients
- Identify opportunities by researching industry and related events, publications, and announcements, marrying up solutions offerings with business problems.
- Locate or propose potential business deals by contacting potential clients, discovering, and exploring opportunities.
- Screen potential business deals by analysing market strategies, deal requirements, potential, and financials; Full understanding of the sales cycle required.
- Close new business deals by coordinating requirements; developing and negotiating contracts.
- Protects organization's value by keeping information confidential.
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Direct and manage ongoing customer relationships to ensure total customer satisfaction with Datacentrix, and further develop business based on opportunities identified at the customer site.
- Target Mid-Market opportunities and look for new business opportunities.
- Manage and co-ordinate all relevant sales opportunities with the company CRM, updating and tracking all sales data accurately.

Critical Requirements - Skills, Experience & Qualifications:

- Matric or Grade 12 Essential Must have a minimum of 5 years' experience as an Account Manager

- Experience of Consultative selling and supporting clients on digital transformation journeys
- A broad network of contacts and clients in Gauteng in either Public or Private Sector
- Must have experience in selling Software Solutions (multi-vendor Solutions)
- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism
- A range of related to selling skills, communication skills, presentation skills, negotiating skills and other sales related skills will be an advantage.
- Experience in the Business Solutions IT industry is highly desired and an expert level of knowledge is required, where product functionality and business environment must be strategically matched.
- Sales & marketing experience in an IT solutions selling environment. Expertise in selling a range of IT products and services is essential.
- End to end management of a sales channel is vital. This includes experience in account management, selling and product strategizing
- Valid driver's license and own reliable vehicle. Must be punctual, disciplined and dedicated to effectively execute job requirements keeping in mind INTERNAL and EXTERNAL HR and IT policies in place.

Additional:

- Please note that further checks will be conducted once the candidates are shortlisted (i.e. credit check; SA fraud check; ID verification; academic verification; criminal check).
- Please ensure you provide an updated CV and updated certified qualifications including a
- certified copy of your ID.

Datacentrix is an equal opportunity employer and in filling this vacant position, preference will be given to candidates from Previously Disadvantaged Backgrounds in terms of the Employment Equity Act and practice

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