

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: Account Manager

### Location: Cape Town – eNetworks

Candidate will be responsible for the acquisition, growth, and management of new accounts as well as expanding relationship with an existing client base.

### Primary Role Accountabilities:

- Serve as point of contact for all client account management matters
- Generate new business - Includes cold-calling, generating leads and opportunity management
- Develop new business with existing clients – Includes upselling, cross-selling, improvements, and renewals
- Build and maintain strong, long-lasting client relationships
- Develop trusted advisor relationships with key accounts and stakeholders
- Forecast and track key account metrics
- Grow and maintain healthy sales pipeline
- Liaise with Pre-sales to produce accurate quotations and solution proposals
- Liaise with Project Management to ensure projects and installations are done correctly within set time frames
- Manage the entire sales process from lead, pre-sales, iterations, and closure
- Forecasting accuracy
- Customer Service Orientation

### Critical Requirements - Skills, Experience & Qualifications:

- Matric or Grade 12 Essential
- Tertiary qualification and/or a relevant degree/diploma will be an advantage
- Knowledge and experience in selling WAN mediums – Fibre, Wireless, LTE, VSAT
- Knowledge and experience in selling WAN technologies – VPN, MPLS, SD-WAN
- Knowledge and experience in selling WAN topologies – Point to Point, Hub and spoke, Full Mesh, Dual-homed
- Knowledge and experience in selling Internet services – Must understand contention
- Knowledge and experience in selling Voice over IP services
- Must exhibit fundamental understanding of Cloud services - experience in selling Cloud services preferred
- Highly motivated and professional with excellent communication skills, highly confident and goal oriented
- Must show keen interest of perpetual learning to keep skills relevant and effective – Sales and technology online training, book reading etc.

- Participate in product, process and/or sales training in order to provide effective technical services solutions to clients
- Ability to communicate and articulate solution components and options with C-level management
- Valid driver's license and own reliable vehicle

**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

Christine Harper  
Tel: 021 529 0700  
Fax: 021 529 0710  
e-mail: [Christine Harper](mailto:Christine.Harper@datacentrix.co.za)