

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 (eNetworks)

Location: Midrand

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

Primary Role Accountabilities:

- Generate new Business (Includes cold-calling, client appointments, generating leads, writing and overseeing proposals, etc.)
- Liaise with Pre-sales to produce detailed quotations and solution proposals
- Liaise with Project Management to ensure projects and installations are done correctly within set time frames
- Maintain good client relationships
- Identify opportunities to move existing clients to progressive technologies
- Manage the entire sales process from lead, pre-sales, iterations and closure,
- Responsible for updating all sales activity and contact information daily/weekly on Spacebar (CRM)

Critical Requirements - Skills, Experience & Qualifications:

- Matric or Grade 12 Essential
- Tertiary qualification and/or a relevant diploma will be an advantage
- Experienced in selling ISP, Corporate WAN and Voice solutions
- Highly motivated and professional with excellent communication skills, highly confident and goal oriented
- Participate in product, process and/or sales training in order to provide effective technical services solutions to clients
- Ability to communicate with C-level management, explain complex processes and demonstrate Internet services telephonically
- Some knowledge of WAN, Internet and Voice architecture, technology, and/or infrastructure

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