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 - Public Sector – Sales

Location: Midrand

Datacentrix Sales - Public Sector is looking for a highly energetic Account Manager Senior who can recognize opportunities and turn leads into long-lasting partnerships. With their extensive Public Sector knowledge and understanding of industry trends, the Account Manager will communicate directly with clients and prospects, understand their individual needs, and recommend products or services that maximize value. The Account Manager will also assist in developing sales strategies and establishing quotas. The ideal candidate should be an adaptable, knowledgeable multi-tasker with strong selling skills complemented by exceptional communication and digital skills.

Job Description:

The Account Manager Senior Sales - Public Sector, will be responsible for driving sales within the National Department Customers. The Account Manager will be responsible for the overall customer relationship management. With a primary focus on Public Sector – National Departments, the Account Manager will be responsible for managing existing business and driving new business. The Account Manager is expected to leverage a combination of thought leadership skills, public sector and sales experience to drive consultative value selling across all Datacentrix' offerings.

Primary Role Accountabilities:

- Creating detailed Account plans to reach predetermined goals and quotas and maintain a healthy pipeline.
- Managing the entire sales cycle from prospects to delivery.
- Unearthing new sales opportunities through networking and turning them into long-term partnerships.
- Responsible for 80% farming and 20% hunting (Building strong client relationships to maintain and grow existing business and acquire new customers)
- Drive Strategic consultative value selling to sell Datacentrix' Value Proposition across all offerings.
- Work with Pre-sales teams, vendors and partners to 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.
- Following up with prospects several times throughout the sales cycle to ensure needs are being met and provide regular updates.
- Facilitate and drive presentations and demonstrating the value of Datacentrix products and services to prospective customers.
- Close new business deals by coordinating requirements; developing and negotiating contracts.
- Provide professional after-sales support to maximize customer loyalty by remaining in regular contact with your clients and understand and meet their needs

- Maintain the Datacentrix' reputation, timeously respond to complaints and resolve issues to the customer's satisfaction.
- Negotiate agreements and keep records of sales and data.
- Protects organization's value by keeping information confidential.
- Staying current on company offerings and industry trends and update job knowledge by participating in Skills Development initiatives and opportunities.
- Look for opportunities to upsell Datacentrix' services and solutions.
- Serve as the custodian for the Sales - Public Sector in order to drive overall market share.
- Serve as the primary point of contact between the customer and Datacentrix.
- Fully participate and manage the Bid / Tender Process and provide strategic input into the documentation.
- Utilise the internal (CRM) System in order to track the whole sales process.
- Responsible for attending weekly / monthly meetings and reporting thereof.

Critical Requirements - Skills, Experience & Qualifications:

- Matric Essential
- Post Matric Relevant Qualification or Industry Accreditations.
- Valid Drivers license and own vehicle

Experience and Skills:

- Must have a minimum of 5 years' experience as a Public Sector Account Manager.
- Must have proven sales track record in selling Digital Business Solutions (multi-vendor Solutions).
- Computer skills, especially MS Office and CRM software.
- Value Negotiation Skills and deal closing skills essential.
- Ability to work independently and within a team.
- Ability to motivate customers through value selling, prospecting and demonstrating the art of possible.
- Extensive knowledge of the South African Public Sector Procurement Processes and applicable legislations.
- Expert level presentation skills and public speaking.
- Self-starter with highly developed interpersonal skills, decisive and results oriented.
- Work well under pressure and commit to deadlines.
- Professional with excellent written and verbal communication skills with fluency in English.
- The drive and energy to manage multiple accounts while looking for new opportunities.

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