

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

Location: Cape Town

Sell the Datacentrix Value Proposition offerings into the region to assigned clients

Primary Role Accountabilities:

- Sell the Datacentrix Value Proposition offerings into new earmarked clients
- Identifies opportunities by researching industry and related events, publications, and announcements; marrying up solutions offerings with business problems.
- Locates or proposes potential business deals by contacting potential clients; discovering and exploring opportunities.
- Screens potential business deals by analysing market strategies, deal requirements, potential, and financials; Full understanding of the sales cycle required.
- Closes new business deals by coordinating requirements; developing and negotiating contracts;
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances 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.

Critical Requirements - Skills, Experience & Qualifications:

- Must have Matric or Grade 12
- Must have a minimum of 10 years' experience as an Account Manager, Senior preferred in the
- Cape Town area
- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer
- Needs, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals,
- Professionalism
- Must have experience in selling Enterprise Complex Solutions (multi-vendor Solutions)
- A range of professional courses particularly related to selling skills, communication skills,
- presentation skills, negotiating skills and other sales related skills.

- 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, or senior management
- position with a focus on defining and delivering solutions. 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
- In depth knowledge of Durban Market, with relationships at senior management within the market
- existing

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: 021 520 0710
e-mail: [Christine Harper](mailto:Christine.Harper@datacentrix.co.za)