

SENIOR SALES CONSULTANT

RESPONSIBILITIES:

Achieve annual sales targets

- Annual sales target will be pre-determined by MD and Sales Manager (based on experience and historic sales budgets).
- Target is attainable monthly and will be reviewed quarterly.
- Prospects not signed within a 6-month period may be given to a fellow consultant.
- Weekly meetings on sales forecasts and work-related issues.
- Monthly manager-employee meetings.
- Monthly KPI deliverables meeting with the MD.

Customer prospecting and research

- Obtain a good understanding of the client, company and the relevant industry.
- Obtain appointments with existing and new clients as a requirement.
- Participate in effective preparation for appointments.

Deliver on metrics

Meet the minimum requirements, including but not limited to:

- Utilising the CRM system daily.
- Minimum 8 to 10 client-facing meetings per week.
- Long-term sales forecast pipeline, as set from time to time.
- Daily updating of personal pipeline and appointment activity.

Customer engagement

- Follow a methodology of the Sales Engagement Process in all interactions, including telephonic and face-to-face meetings.

Sales process administration

- All administration is required to be up-to-date and correct (including CRM/prospect and customer records, proposals, invoicing and reports).

Customer relationship management

- Manage customer relationships to ensure customers receive value and return on investment (ROI) from online products and services.
- Accurately seek opportunities for cross- and up-selling.
- Build trusted relations with appropriate stakeholders within the business.

Product knowledge

- Thorough understanding of online training products and their application within a corporate environment, including features, benefits, past client successes and stories.

Alignment with company values

- Live out company values every day with managers, colleagues, clients and prospects.
- The company's values include:
 1. Excellence
 2. Urgency and delivery
 3. Transparency
 4. Learning
 5. Personal leadership

REQUIREMENTS:

- Knowledge of a consultative and diagnostic sales process.
- Experience in selling training into the corporate market.
- Excellent numerical ability.
- Business acumen, including knowledge of customer and prospect training needs.
- Excellent communication and listening skills.
- Attention to detail and excellent deductive reasoning ability.
- Excellent cold-calling ability.
- Excellent research ability and writing skills (includes proposals).
- Good command of computer programs: Word, Excel, etc.

Language proficiency:

- English (fluent).

Other requirements:

- Self-confident.
- Punctual.
- Self-motivated and accountable.
- Proactive and deadline driven.
- Passionate about personal growth and development.
- Resilient, with excellent stress management skills.
- Adaptable and willing to accept daily changes.
- Helpful, courteous, approachable and respectful.
- Team oriented.
- Customer focused.
- Strong relationship builder.
- Goal oriented.
- Areas – Gauteng, North West, Mpumalanga and Limpopo. Must be prepared to travel.

Salary is market related.

Please send your CV stating the job title in the subject line to recruitment@futurelearn.co.za.