



The Rocketseed world-class email marketing software house is urgently looking for a polished, professional **SALES CONSULTANT** in our Johannesburg office that is driven by strong entrepreneurial instincts to join our organization and grow new accounts and revenue. Work with the leader to sell and earn.

CORPORATE SALES CONSULTANT

The ideal candidate will be able to successfully sell our world-class, enterprise-level software to the decision maker, and work with a Support team to maintain a high level of customer satisfaction and renewal business.

Key Performance Criteria:

1. Source, qualify & build own pipeline independent of leads (includes cold calling)
2. Schedule, meet & present to new prospects (often at board level)
3. Produce proposals, agreements and supporting documents
4. Close new business & achieve or exceed budgeted sales targets for the year
5. Document & record sales activities into CRM system
6. Establish & maintain strong customer relations
7. Assist with client hand-over & Account Management
8. Produce an approved case study or favourable client quote per new deal
9. Weekly reporting of above functions
10. Work closely and provide support to Business Development Director

Key Competencies:

1. Hunter attitude with self-starter determination
2. Professional sales image
3. High attention to detail and well organized
4. Ability to work independently and within a team
5. Strong communication skills
6. Ability to work under pressure and meet deadlines

Experience and Education Criteria:

1. Proven sales track record of software products & services with longer sales cycle
2. Knowledge of Email and Internet technology essential
3. Creative and strategic guidance around client marketing campaigns
4. Contacts in the Marketing industry (or a specific Channel) would be advantageous
5. Marketing or B.Com Diploma (Degree advantageous)
6. Own transport essential

Please send your CV to sasalesjob@rocketseed.com. All applications will be acknowledged within 14 days.