



Date of advertisement: **28 November 2018**

INTERNAL/EXTERNAL VACANCY ADVERT

A vacancy exists within the company for the following position:

Position:	Business Development Manager
Department:	Sales Relationship Western Cape
Reporting to:	Branch Manager
Starting Date:	ASAP

JOB SPECIFICATIONS

Purpose of position:

Promote the sale of all products by developing client relationships, increasing the skill level within Axiz staff & clients. Advising clients in the configuration and pricing of solutions.

Key Responsibility Areas:

- Promote the sale of products effectively and efficiently to Axiz customers via personal visits, telephone and email contact, marketing and training events.
- Generate interest in products with clients currently not reselling these.
- Prospect for new customers and develop under-performing customers
- Provide first level technical advice on product set.
- Keep customers informed of new developments in Product Set.
- Provide after sales support
- Present self in a well informed and articulate manner
- Professionally and efficiently manage customer engagement with a view to maximizing the client experience. This should be achieved through:
 - o Adhering to Telephone Etiquette guidelines
 - o Continuous Product knowledge improvement (ongoing training)
 - o Cross and up sell of unavailable product
 - o Fast but accurate responses to email and telephonic quote requests
- Skillful price negotiation using system tools available (ERP)
- Deal with all customer related queries on products
- Report on lost deals with reasons and pending deals (pipeline)
- Display accuracy regarding messages, quotes, orders, and information given.
- Answer customer queries, offer product information-do quotes and process orders
- Consult with clients to establish the needs of their business
- Ensure customer expectations are met (order taking and delivery)
- Increase overall customer satisfaction of new and existing customer base in order to be effective in solving challenges that arise, and need to be solved for the customer.



Job Requirements:

Education & Experience	<ul style="list-style-type: none">• Matric passed with exemption (essential)• Relevant Degree/Diploma (preferred)• Minimum 4 years front line sales experience (essential)
Technical Competencies:	<ul style="list-style-type: none">• Sales certifications in Products - essential• MS Office Suite (Intermediate – essential)• Experience in Distribution and Reseller Channel (preferred)
Additional Requirement	<ul style="list-style-type: none">• Applicants must have no criminal record.• Must have own transport and valid driver's license

All applications & detailed CV must be forwarded to:

Contact Person:	Nomcebo Langa
Telephone Number:	011-237 7000
E-mail address:	Nomcebo.langa@axiz.com
Closing Date	07 December 2018

Note: please discuss your application with your line manager prior to submitting it to the Human Capital Department.

The company is under no obligation to fill this position and should you not have had any feedback within 2 weeks after the closing date, you may consider your application unsuccessful.

Axiz is an equal opportunity employer and this position will be filled in accordance with our current Employment Equity practices.