

## **SALES CONSULTANT**

Spark ATM Systems is SA's premier independent ATM deployer, selling and installing convenience ATM's into retail, leisure and hospitality locations countrywide.

In addition to hosting an ATM and receiving all the related benefits, the location also gets a share of the transaction revenue. The company is at the forefront of revolutionising the South African ATM industry by offering consumers access to their cash in a safe, friendly and convenient location.

Just as we focus on our customers, we also want to see our own people happy and inspired. Our on-going comprehensive industry training, personal development programs, empowering company culture and philosophies has ensured that we continue to attract and retain top talent to fuel our 40%+ annual growth rate.

Due to our continued growth, the position of External Sales Consultant exists on the Garden Route for a qualified individual who wants to be part of a dynamic work environment.

### **JOB DESCRIPTION**

- Responsible for overall sales growth within identified region and across targeted industries
- Conclude sales up to and beyond contract completion stage
- Liaise with strategic accounts in all regions
- Identify and pursue new sales opportunities
- Provide excellent customer service with the understanding that this is the only sustainable competitive advantage
- Liaise with existing clients and provide a co-ordinating point of contact for the client
- Keep abreast of developments within target segments so as to identify opportunities
- Cold calling, appointment setting via telephone, meeting with potential sites, timely follow-up

### **REQUIREMENTS – PROFESSIONAL**

- Proven ability in a similar role over the preceding 3 year period
- Ability to meet and exceed defined sales targets
- Experience in ATMs, banking, FMCG, office automation, PABX systems, vending, airtime, security systems or similar external sales role crucial
- Interest and/or prior experience in technical area/product
- Must possess a cellphone, reliable car and laptop.
- Computer literate (including Windows, MS Office & Internet Explorer)
- Fluent in English and preferably Afrikaans
- A valid code 08 manual driver's license and own reliable vehicle

### **REQUIREMENTS – PERSONAL**

- Have a passion for excellence in all aspects of their career
- A sense of humour coupled with the ability to express themselves credibly to clients over the phone and in person
- Must possess people skills and a personal style that will establish credibility with internal and external customers alike
- Possess strong verbal and written communications skills
- Able to think-out-the-box and generate new ideas
- Must be responsible, self-disciplined, reliable, systematic, and have a high degree of personal integrity
- Follow procedures and have a structured approach to problem-solving
- Must be organized, motivated and able to manage own time effectively
- Must be able to respond positively to different situations

### **THE COMPANY OFFERS THE FOLLOWING:**

- Competitive salary package
- Tailored incentive scheme designed to financially reward job performance
- A challenging, rewarding and fun work environment
- An excellent career growth opportunity
- Exposure to key industry players
- Full product knowledge training will be provided
- Intensive training and development programme

Interested parties should email a concise CV (in MS Word format) with subject line: SALEXE0112 and a covering letter outlining why you feel you are suited to this position. Please also include 2 suitable references and indicate your current/previous salary package.

Please note: Emails will not be acknowledged. If you do not hear from us within 14 days from date of application, please regard your application as unsuccessful. Only short-listed candidates will be contacted.

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