



TALENT ON TAP

Sales Director

About the client:

A solar/power generating business founded in 2000. They focus on the servicing and supply of standby power solutions into the retail sector. The organisation delivers on their promise to their clients' via their countrywide service coverage. They have a National Service Footprint and a cutting edge power monitoring portal.

The Management of the organisation are looking for an a seasoned **Sales Manager/Director** to come on board to drive sustainable financial growth through boosting sales and forging strong relationships with clients. Ideally someone who comes from solar/power industry, but this is not a deal-breaker.

Responsibilities

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Work with management on driving growth in Joburg, Cape Town and KZN.
- Manage relationships regionally and own the full sales function end to end.
- Keen marketing and natural networking and sales ability with C-suite clients.
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Preparing business cases and presenting to clients
- Prepare sales contracts and SLA's.
- Keep records of sales, revenue, invoices etc.
- Reporting, managing financials and forecasting
- Build long-term relationships with new and existing customers
- Develop junior staff.

Requirements and skills

- Proven success in previous business development manage roles.
- Proven sales track record
- Marketing knowledge and experience
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Degree
- Commercial awareness and entrepreneurial flair

Send CV to greer@talentontap.co.za

