

# Sales Consultant

|                            |                                        |
|----------------------------|----------------------------------------|
| <b>Remuneration:</b>       | R3000 - R6000 per month market-related |
| <b>Location:</b>           | Bushbuckridge                          |
| <b>Education level:</b>    | Matric                                 |
| <b>Job level:</b>          | Student                                |
| <b>Travel requirement:</b> | Occasional                             |
| <b>Type:</b>               | Permanent                              |
| <b>Reference:</b>          | #CM93                                  |
| <b>Company:</b>            | In Vision Marketing                    |

Maenetja Direct Marketing is seeking a dynamic sales consultant to join our team and make waves in the sales and marketing industry.

As a sales consultant, you'll take on key responsibilities including establishing yourself within the industry, managing the pitch to payment sales process, providing lead generation, influencing and negotiating with business owners, and surpassing targets.

We're looking for someone who embodies confidence and positivity, based in Nelspruit, to join our passionate team. You'll play a pivotal role in delivering exceptional customer service and top-quality products to our valued clients.

## The opportunity:

This is a full-time position located in our beautiful Nelspruit office, offering an attractive commission structure and ample opportunities for growth within the company.

## The role:

Your main focus as a sales consultant will be to exceed sales targets and key performance metrics. You'll cultivate and maintain strong relationships with our diverse customer base, including retail customers, designers, decorators, architects, developers, and hospitality professionals. Additionally, you'll identify new business opportunities and convert leads into sales.

## Responsibilities:

- Achieve and exceed sales targets and KPIs
- Build and nurture relationships with existing customers to drive continued sales
- Successfully convert leads into sales
- Continuously seek out new business opportunities
- Maintain the highest standards of customer service and professionalism

## What success looks like:

Within one month, you'll have completed comprehensive product and sales process training and mastered our systems to ensure a seamless sales process. By three months, you'll have built up your deal pipeline to 120% of your monthly target

and achieved all your sales activity KPIs, contributing to overall sales targets.

### **Skills, traits, and competencies:**

To excel in this role, you'll need:

- Proficiency across the sales process
- Demonstrated experience in building customer relationships
- Proven track record in sales and negotiation
- High levels of energy and resilience
- Ability to manage conflict and stress effectively
- Influential and positive mindset
- Goal-driven with a passion for learning and self-development

At Maenetja Direct Marketing, we value hard work, innovation, and excellence. If you're ready to elevate your sales career to new heights, we want to hear from you! Apply now and become part of our team.

Posted on 19 Apr 15:24, Closing date 18 Jun

### **Apply**

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