

External IT Sales Consultant and Project Manager

Position: Permanent

Industry: IT

Location: Killarney Gardens

Remuneration: Basic + Commission (Remuneration can be between R20 000 and R45 000 pm)

Duties and Responsibilities

- Networking, business development and lead generation from new clients.
- Selling a range of products and services against carefully tracked and managed targets.
- Developing, pitching and presenting proposals and solutions for/to prospective clients
- Management of IT infrastructure for various clients
- External Sales
- Cold call for new clients and grow own database of clients
- Provide customers with quotations
- Place orders and negotiate pricing with suppliers
- Build relationships with suppliers
- Negotiate the terms of an agreement and close the sale
- Project management of installations etc.
- Identify new markets and business opportunities

Requirements

- Own transport
- Most important - you need to be very hungry for sales
- Basic IT knowledge and the ability to manage a project
- Excellent interpersonal skills

Email a copy of your CV to contact@c2mca.co.za