

# Vacancy



<b>Job Title:</b>	<b><u>Corporate Sales Consultant</u></b>
<b>Job title of the direct superior:</b>	<b><u>Corporate Sales Manager</u></b>
<b>Department:</b>	<b><u>Direct Sales</u></b>

## **PURPOSE OF THE POSITION**

The main responsibility of the role is to identify and acquire new corporate clients and manage their allocated portfolio, ensuring the achievement of revenue targets.

## **PRINCIPLE DUTIES AND RESPONSIBILITIES**

### **Planning, Forecasting and Reporting:**

- Identify potential clients (vertical market strategies).
- Provide a weekly schedule of planned activities – cold calling and new customer meetings.
- Weekly report on sales plans, open opportunities and won/lost opportunities.

### **Prospecting and Sales:**

- Increase sales revenue and business mix from clients through cross-selling
- Proactively manage Salesforce.com database of new and current customers.
- Effectively communicate with clients to gain commitment to purchase.
- Maintain regular contact with both new and current Clients
- Complete sales activities as agreed with the Sales Manager, within the agreed timelines.
- Overcome client resistance/objections.
- Provide project oversight and working with project manager or technical lead to make sure that customer expectations are met while acting as the escalation point for customer issues.

### **Internal and External CRM:**

- Provide feedback to customers regarding order/implementation status and ETA.
- Update customer records on Sales Force.
- Provide client feedback/comments relating to product content and pricing as well as company performance to all relevant stakeholders
- Engage with other Sales Team members to actively promote sales opportunities and exchange information where relevant and ethical.

### **Sales Knowledge and Skills**

- Demonstrate a full knowledge of all products, relevant selling points, and benefits to match products to clients' requirements.
- Maintain a current and accurate knowledge of competitor products, to be able to promote KYOCERA strengths to customers.
- Be proactive with knowledge of competitor activity and recommend any necessary tactical action.

### **EXPERIENCE**

- 5 years experience in the Office Automation or IT industry essential
- 5 years' experience in Sales, Marketing or Business Development
- Experience managing and closing complex sales-cycles

### **SKILLS REQUIREMENTS**

- MS Office – Intermediate
- Industry Product Knowledge
- Understanding of business process management.
- Communication and Presentation Skills
- Problem solving and critical thinking.
- Research & planning skills
- Strategic Sales Methodology
- Negotiation Skills