

INTERNAL ACCOUNT MANAGER

Overview:

This isn't an order processing role, it's a commercial sales position where you'll manage a portfolio of customers, identify new opportunities and become a trusted advisor within the safety, security and infrastructure space. Working closely with customers, vendors and internal teams, you'll help drive revenue, provide technical commercial support and ensure every customer interaction delivers value. If you're passionate about technology, enjoy relationship-building and want to grow your career within the ICT industry, this is an excellent opportunity.

Responsibilities:

- Manage and grow a portfolio of commercial customers across the Safety, Security & Infrastructure product portfolio.
- Build trusted customer relationships while identifying opportunities to increase revenue.
- Prepare quotations, negotiate pricing and manage opportunities through to successful completion.
- Follow up proactively on quotes, enquiries and outstanding opportunities.
- Work closely with internal departments to ensure seamless order fulfilment and customer satisfaction.
- Support customers with product information, delivery updates and commercial advice.
- Collaborate with sales, logistics and vendor teams to deliver an exceptional customer experience.
- Maintain accurate pipeline reporting and sales activity.
- Stay informed on industry developments, technologies and product offerings.
- Consistently deliver against sales targets while maintaining outstanding service levels.

Requirements:

- Minimum two years' experience in Account Management or Sales.
- Experience within IT sales or ICT distribution is highly advantageous.
- Exposure to CCTV, surveillance, access control, infrastructure, cabling or related technologies will be beneficial.
- Strong customer relationship and account management skills.
- Experience preparing quotations and managing commercial opportunities.
- Excellent communication and negotiation skills.
- Strong organisational and administrative abilities.
- Technology-driven with a genuine interest in ICT solutions.
- A tertiary qualification in Sales, Business Management or IT will be advantageous.
- Afrikaans and English communication skills are required.

Apply now : hello@hustlesa.co
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