

EXTERNAL ACCOUNT MANAGER

Overview:

Our client, a well-established name in ICT distribution, needs an Internal Account Manager to own a patch of existing accounts from their Cape Town branch. You'd be the first point of contact for your customers: quoting, chasing deliveries, resolving queries and finding the upsell along the way. Reports to the Sales Manager, no travel required.

Responsibilities:

- Act as the first point of contact for assigned customer accounts
- Build and maintain an active, engaged customer base
- Implement the agreed sales strategy across named accounts
- Compile quotations tailored to specific accounts and departments
- Negotiate pricing to meet sales targets
- Maintain proactive telephone contact with existing and prospective customers
- Maximise sales through upselling and expanding orders
- Ensure orders are captured accurately and SLAs on quoting and delivery are met
- Resolve customer complaints and queries to a positive conclusion
- Provide management with weekly sales-on-hand reports

Requirements:

- 2 to 3 years of sales experience in an Internal Account Manager role
- Experience selling to customers at all levels, including high-profile clients
- Experience preparing and presenting quotations
- Experience developing sales plans
- Matric with Mathematics
- Intermediate skills in MS Word, Excel, Outlook and PowerPoint
- Excellent communication and negotiation skills
- Valid driver's licence and vehicle
- Strong command of English and Afrikaans
- Previous ICT Distribution experience is advantageous

Apply now : hello@hustlesa.co
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