

INTERNAL CHANNEL SALES SPECIALIST

Overview:

Our client, a well-established ICT distribution business, needs an Internal Channel Sales Specialist to grow an existing book of accounts from their Gqeberha branch. You'd own the full customer relationship: new business, upselling, pricing and problem-solving.

Responsibilities:

- Maintain and grow the existing customer base through strong relationships
- Own the end-to-end customer experience
- Manage complaints, escalations and queries professionally
- Conduct proactive cold calling to win new business
- Identify and close new sales opportunities against targets
- Drive upselling and cross-selling to grow account value
- Build and manage structured sales pipelines
- Prepare deals, commercial proposals and pricing quotations
- Support customers with Statement of Work (SOW) management
- Work with brand and vendor teams to strengthen customer solutions

Requirements:

- Minimum of 5 years' experience in customer sales, managing and growing accounts
- Minimum of 3 years' experience in a Channel Sales team environment
- Experience in IT sales, with knowledge of IT products and brands
- Strong sales track record, meeting targets and growing business
- Matric/Grade 12
- Intermediate proficiency in MS Word, Excel, Outlook and PowerPoint
- Excellent communication and conflict-handling skills
- Ability to upsell and identify value-based opportunities
- Prior ICT Distribution experience is advantageous
- A degree, diploma or relevant ICT certification is advantageous

Apply now : hello@hustlesa.co
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