

EXTERNAL ACCOUNT MANAGER : COMMERCIAL

Overview:

Our client is a well-established ICT distribution business looking for an experienced External Account Manager to grow its commercial customer base across Gauteng. This is a target-driven, client-facing role focused on winning new business, strengthening existing accounts and managing the full sales cycle from pipeline development through to quotation, negotiation and order conversion.

Responsibilities:

- Achieve monthly sales targets and drive quarter-on-quarter and year-on-year growth.
- Build and grow a new client base within the commercial market.
- Manage and strengthen existing customer relationships.
- Develop account-specific sales plans and identify growth opportunities.
- Generate new leads and maintain a strong sales pipeline.
- Own the sales process from prospecting through to order conversion.
- Respond to tenders and support related administration.
- Maintain accurate customer records, forecasts and sales documentation.
- Deliver product presentations and attend customer and industry events.
- Maintain strong product, market and competitor knowledge.

Requirements:

- Minimum 5 years' external sales experience.
- Ideally 3+ years' account management experience in the commercial sector.
- Strong knowledge of IT enterprise products is essential.
- IT industry sales experience is highly advantageous.
- Distribution experience is advantageous.
- Established reseller and/or end-user network.
- Proven ability to close deals and deliver against sales targets.
- Strong negotiation, communication and presentation skills.
- Matric; a relevant Sales, Marketing or IT qualification is advantageous.
- Valid driver's licence, own vehicle and willingness to travel locally.