

JOB PROFILE

SECTION A: JOB TITLE AND INFORMATION SECTION

POST IDENTIFICATION	
Post Title	External Sales Consultant
LOCATION OF POST IN ORGANOGRAM	
Department	Sales – Cape Town

SECTION B: JOB PURPOSE, DUTIES AND RESPONSIBILITIES OF THE POST

JOB PURPOSE
Sensor Security Systems is seeking a highly motivated and knowledgeable External Sales Consultant who is passionate about the brand to join our dynamic sales team. In this role, you will be responsible for driving sales and provide exceptional customer service to clients interested in products and solutions.

DUTIES AND TASKS
The duties include the following, but other duties may be assigned from time to time: • Build and maintain strong customer relationships by scheduling appointments, follow-ups, and customer visits, including site visits; client proposals and presentations; new product introductions and training. • Develop a deep understanding of product portfolio, and stay up-to-date with the latest developments in technology and products. • Keep accurate records of sales activities and customer interactions and deliver weekly and monthly sales reports. • Prepare quotations, internal order forms, and purchase orders through email and internal systems. • Identify new customers and market opportunities and convert these into sales. • Provide product information, pricing, and technical support to clients. • Generate sales leads and meet or exceed sales goals and targets. • Gather market and competitor information.

*The Octopi Group is an equal-opportunity employer.
All positions are advertised in accordance with the company's Employment Equity Policy.*

SECTION C: JOB REQUIREMENTS

Skills relevant to a job include education or experience and specialized training.

ESSENTIAL REQUIREMENTS OF THE POST Minimum educational, qualifications and experience that are required to perform the job competently.	
KNOWLEDGE & EXPERIENCE	• Proven Sales experience in a related industry - Essential • In-depth knowledge of the brand and its products. - Essential • Strong client care & customer service experience - Essential • Strong analytics, interpretation, and reporting • Proficient in Microsoft Office Suite/CRM software
SKILLS & ABILITIES	• Positive attitude • Ability to multitask • Strong Networking Skills • Process & deadline Driven • Motivated and self-confident • High level of professionalism • Capable of working in a team • Forward thinking and Initiative • Enthusiastic and well presentable • Strong attention to detail & Accuracy • Ability to work calmly under pressure • Excellent customer relations & people skills • Punctuality & excellent time management skills • Strong communication skills (verbal and written) • Ability to function within a fast-paced environment
OTHER REQUIREMENTS	• Ad hoc duties where necessary • Own reliable vehicle – Non negotiable

SECTION D: POPI DISCLOSURE

The company commits to comply with POPI regulations when receiving all applications. This means that all information of applicants will be treated in a confidential manner and intended solely for shortlisting and selection processes. Please note that those CVs not shortlisted will be discarded. Candidates are encouraged to only provide position-specific information as per the job profile.

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