

# 8 REASONS TO JOIN OUR TEAM

# 1

## **Great Career Opportunity**

We think like a successful start-up that always finds new opportunities to grow and develop our expertise. Our team members love to take on new challenges and seek resources to advance their work and careers.

# 2

## **We're smart**

With deep innovative talent we succeed in solving complex problems and developing innovative solutions. We don't apologise for being the brightest sparks in the room.

## **We Win**

We dominate our market because we have the best technology in the industry combined with some of the best brains in the world.

# 3

## **Remarkable Colleagues**

We are team players and enjoy working together. We embrace our diversity and the excellence that accompanies striving beyond the normal. We have fun but never lose focus of our objectives.

# 4

# 5

## **Big Brand Clients**

Our technology is used by over 90% of Fortune 500 to help them deliver strategic business value and tangible results.

# 6

## **Learning Opportunities**

Career development is important. We help you build your skillset by providing in-house training as well as support external training and development.

## **Global Footprint**

We provide opportunities to work with global clients and staff.

# 7

## **Amazing Technology & Tools**

We have a passion for continuous improvement. New ideas, tools and technology spread through the company fast. We welcome experimentation and encourage risk. This is how some of the best innovations are born

# 8



# Senior Software Solution Sales Executive- Galvanize

Develop the local market for a world-class GRC software solution! We are the sole reseller of this software in South Africa, a solution that is currently used by 89% of the Fortune 500. You will be responsible for identifying sales opportunities with prospective customers, nurturing the relationship, and ultimately closing deals to meet predetermined targets.

Reason for vacancy:	Growth
Reporting to:	Head of Sales South Africa
Management level of role:	This is not a management role
Working environment & travel:	Exceptionally busy, team-orientated environment. This role will require some travel nationally. Driver's license and own transport is essential.
Working hours:	07h30 – 16h00 or 08h00 to 16h30 or 08h30 to 17h00

## Key deliverables

- Utilise strategic, proven sales methodologies to ensure that new business opportunities convert to new business software sales.
- Prepare business cases, proposals, tender responses, presentations, and sales contracts.
- Prepare a variety of sales status reports including activities, follow-ups, closings, and adherence to targets.
- Ensure that the CRM system (Salesforce) is accurately updated with all necessary information.
- Actively increase your industry knowledge to educate and create awareness within the customer environment.
- Develop and maintain excellent product knowledge and be able to sell the unique benefits of the solution.
- At times you may need to generate a qualified new business pipeline through cold-calling and other proven techniques.

## Technical knowledge, skills & abilities

- Proven solution software sales knowledge and ability.
- Demonstrated track-record in over-achieving challenging targets within an enterprise software solution sales role.

## Behavioural, soft competencies & skills

- Target-driven, dynamic and confident.
- Excellent interpersonal, relationship-building and networking skills.
- Ability to confidently communicate with C-suite individuals.
- Proven ability to meet deadlines and thrive under pressure.
- Ability to multi-task and work across multiple projects and clients, without “dropping-the-ball”.
- Well-spoken and presentable with exceptional presentation skills.

## Education & qualifications

- Matric certificate.
- Completed Business Degree / similar is highly preferable.

## Details of experience

- At least 5 years **proven** experience in a software solution sales role with targets consistently achieved (must be in this role currently).

## What would make the applicant successful in the role?



- The candidate must have strong interpersonal skills.
- Be self-motivated and a collaborative team player.
- You should have an inherent desire to succeed and exceed the goals and targets you and the business have set.
- Be DRIVEN.
- Can name more than three Star Wars characters.

We are committed to employing based solely on MERIT,  
irrelevant of gender, religion or race

For more information, or any questions contact Tamsin Jatho, [tamsinj@surtech.co.za](mailto:tamsinj@surtech.co.za)

<b>PEOPLE MATTER</b>	<b>PRECISION</b>	<b>INTEGRITY</b>	<b>CANDIDNESS</b>	<b>MERITOCRACY</b>
				
RESPECTING EACH INDIVIDUAL AND THEIR CIRCUMSTANCES	TWO WAYS TO DO THINGS: THE RIGHT WAY OR AGAIN!	DOING THE RIGHT THING, EVEN WHEN NO-ONE IS WATCHING.	HONEST, FRANK AND OPEN COMMUNICATION, WITHOUT FEAR.	WHERE THE BEST PEOPLE AND IDEAS WIN

