

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



Sales Development Rep

Develop and drive revenue via new business generation across Africa for our new governance product, including services and training. This is a software solution trusted by over 145 000 executive users in organisations worldwide. You will be responsible for identifying sales opportunities and drive those forward to closing.

Reason for vacancy:	Team growth
Reporting to:	Sales Development Manager
Management level of role:	This is not a management role
Working environment & travel:	Exceptionally busy, team-orientated environment.
Working hours:	08h30 to 17h00

Our Sales team is a team of high performers at the heart of our revenue engine. Led by a seasoned industry expert, it is a group of highly motivated individuals all wanting to have major impact on the success of the company. Supported by teams including marketing, consulting, pre-sales, and enablement, we will have you set up for success quickly and confidently.

Key deliverables

- Generate and seek out new business through cold-calling, email prospecting and referrals.
- Navigate customer organization to identify influencers and decision makers to find new opportunities.
- Actively increase your industry knowledge to educate and create awareness within the customer environment.
- Utilise strategic, proven sales methodologies to ensure setting of appointments.
- Ensure that the CRM system (Salesforce) is accurately updated with all necessary information.
- Develop and maintain excellent product knowledge and be able to hook for a meeting using the unique benefits of the solution.

Technical knowledge, skills & abilities

- Proven ability to prospect through companies to identify the correct individuals.
- Proven capability of running a full sales cycle, from finding a new opportunity to closing of deals
- Demonstrated track-record in over-achieving challenging targets.

Behavioural, soft competencies & skills

- Target-driven, dynamic, and confident, with a proven track record
- Ability to initiate conversations with senior personnel
- Ability to ask questions that demonstrate understanding
- Well-spoken
- Experience navigating complex organizations
- Ability to self-motivate
- Competitive by nature



Education & qualifications

- Matric certificate
- Other qualifications desirable

Details of experience

- At least 3 years in a similar role
- Proven track record in sales ideally within Africa
- Additional languages such as French, Swahili would be beneficial.

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.
- 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

