

Account Manager

Itec Cape Town

VACANCY

Duties will include but not limited to:

- Manage and grow existing customer base and develop and close new business opportunities.
- Meet and exceed Sales KPI's and targets.
- Manage CRM and complete all necessary product training.
- Negotiating all contracts with prospective clients.
- Preparing weekly and monthly reports.
- Coordinating sales efforts with marketing programs.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Engage with product managers.
- Generating proposals and presentations.

Candidate Requirements:

QUALIFICATIONS

- National Senior Certificate / NQF 4

ESSENTIAL EXPERIENCE

- MS Office (Outlook, Word, Excel, PowerPoint).
- Minimum 2 -3 years of experience in the Technology sector. Managed Services, Telecoms, Enterprise or XaaS is highly beneficial.
- Strong negotiation skills.
- Must have own vehicle and valid Driver's license.



Kindly send detailed CV's to
tatum.oconnor@itecgroup.co.za