

Sales Executive/Design and Display Industry

Remuneration:	negotiable basic plus commission
Benefits:	TBC
Location:	Johannesburg, Marlboro Gardens
Education level:	Degree
Job level:	Mid
Type:	Permanent
Reference:	#Sales Exec '24
Company:	Rocket Creative Design & Display

Rocket Creative Design & Display is powered by its successful client service team, and we're on the hunt for an ambitious sales executive to join our sales team, to improve service levels and drive growth.

In our dynamic sales environment, we're seeking team members who thrive on driving sales strategies and hitting targets. All while demonstrating impeccable attention to detail, effective time management, and adept problem-solving skills. You'll need to possess a thorough grasp of all client service expectations, excel in managing tasks, projects, and sales production, and possess the accuracy and finesse to seal deals with savvy negotiation skills. Adaptability and the ability to articulate the value of our offerings convincingly are crucial. As presentations are a regular part of the role, maintaining a personable, polished, and professional approach is essential.

Objectives:

- Manage the sales process completely per job, handling multiple jobs consecutively, from quoting through to billing and completion.
- Achieve weekly, monthly, and annual sales quotas by successfully implementing sales and marketing strategies and tactics.
- Generate leads and build relationships by organising daily work strategies.
- Handle incoming inquiry load from the web portal and our social media campaigns, as well as existing and potential customer prospects.
- Develop and implement a growth action plan using data analysis and adjust sales techniques according to interactions and results in the field.
- Represent the company's products and services, using consumer research and deep and comprehensive knowledge of how our solutions meet customers' needs.

Responsibilities:

- Have a full understanding of the business and services we offer to maximise growth opportunities.
- Develop in-depth knowledge of all products and services the company offers
- Maintain strong relationships with existing clients to ensure they receive exceptional service and identify potential new sales opportunities.
- Identify new business prospects, make effective qualifying sales calls, and manage sales cycles to secure new business.
- Have the confidence, skills and insight to take client briefs, conduct demos and handle engagement.
- Prepare concise and accurate proposals, presentations, and other required documentation for the executive-level.
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers.
- Work within the sales team, ensuring all process efficiencies are followed, sales target performance deliverables are

achieved, and company standards are upheld.

- Provide monthly sales reporting and figures analysis.
- Take initiative by anticipating and ensuring clients' needs are met and regularly engaging and exceeding client expectations.
- Recognising opportunities, brainstorming with the team, research, client meetings, and product development and presentation.
- Managing multiple clients and projects in various stages of process concurrently
- Research, compile, and analyse data to stay current/relevant with industry and marketing trends as well as competitors to identify trends and growth opportunities.

Essential skills and capabilities:

- Sales and target-driven with acute attention to detail, time management, and problem-solving skills.
- Minimum five years of sales experience at a similar level, with proven results.
- Excellent communication, interpersonal, problem-solving, presentation, and organisational skills.
- Outstanding MS Office and IT proficiency.
- Interpersonal proficiency focusing on sales team cohesion and production staff engagement.
- Valid Code 8 drivers licence.
- Ability to travel if and when required.

Preferred skills and qualifications:

- Bachelor's degree in business and/or marketing.
- CorelDraw / Adobe Suite / Sketch-Up competencies.
- Proven success rate at levels above sales quota.

Company Description

Rocket Creative Design & Display offers innovative, trend-setting, and anti-norm visual display products. These are conceived and originated by fusing our functional ingenuity, creativity, and inventive spirit with our own very individual approach to fabrication whilst following our ' Innovation, Simplified ' creative ethos.

Posted on 16 Apr 09:08, Closing date 15 Jun

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Rich Nilson
recruitment@rocketcreative.co.za

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