

Aston IT, a firm based in the South of Johannesburg, is looking for a Sales & Marketing professional.

The ideal candidate will have 2 to 5 years of IT Sales experience and a broad understanding of the IT network, server and desktop support industry.

The successful candidate will be responsible for marketing and business development.

Core Functions:

- Reach monthly business expansion and sales targets.
- Identify prospects through cold calling -
 - ↳ Carrying out cold calls for sales lead generation;
 - ↳ Build and qualify prospect lists;
 - ↳ Managing his/her cold call targets and performance;
 - ↳ Updating the sales management systems, and reporting sales lead generation back to management.
- Presenting Aston services to prospective clients -
 - ↳ Performing sales presentations to prospective clients;
 - ↳ Arranging network analysis and then compiling and presenting solution proposals, with the assistance of the technical staff, to prospective clients.
- Managing & facilitating clients and projects -
 - ↳ Complete sales cycle management;
 - ↳ Full client Management, including:
 - Courtesy calls;
 - Client visits;
 - Managing client expectations;
 - High level client requirements management;
 - Helpdesk call correlation and facilitation;
 - Facilitating client debt collection and monthly service fees.

Non-Core Functions:

- Administration;
- Filing;
- Assisting technical team when necessary.

Focus areas will include:

- Sales:
 - a. New business development;
 - b. Selling hardware and software to current and prospective clients;
 - c. Selling new solutions into the customer base;
 - d. Ensure the resultant delivery and implementation of hardware and software sold;
 - e. Completing sales phases, within the solutions implementation process, which is the supervision of the project management system and then providing client feedback on solutions implementation progress;
 - f. High level projects management;
 - g. Client expectation management.
- Marketing:

- Implementing Aston's corporate identity;
- Updating Aston's website;
- Marketing the brand that is Aston;
- Driving social media;
- Identifying competitor activities -Competitive Intelligence.

Skills/Requirements:

- Microsoft office competent;
- Basic understanding of Networking, server and
- Excellent Communication and Negotiation Skills;
- At least 5 years of general, sales/telesales experience;
- Ability to both soft and hard sell a service;
- Proven track record in service selling

Qualification:

- Min Grade 12;
- Certificate in Sales and Marketing Management;
- Graduate Degree in Marketing will secure.

Benefits:

- Salary will market and experience related with the added benefit of a generous commission structure.**