



15th July 2024

Job Advertisement: Sales Account Executive

Computer Services Limited (CSL) invites applications from qualified individuals for the position of Sales Account Executive. This role is part of our dynamic sales team and reports directly to the Manager of Sales & Marketing. The primary responsibility of this position is to build and maintain direct relationships with our corporate and Government customers to promote and sell CSL's range of products and services.

Key Duties and Responsibilities:

1. Relationship Management

- Develop and maintain strong, long-term relationships with key corporate and Government clients.
- Act as the primary point of contact for clients, ensuring their needs are met and providing exceptional customer service.
- Regularly meet with clients to understand their business needs and identify opportunities for CSL's products and services.

2. ICT Knowledge

- Maintain a thorough understanding of CSL's product and service offerings, including the latest ICT trends and technologies.
- Provide clients with expert advice on ICT solutions that best meet their needs.
- Stay updated on industry developments to ensure CSL remains competitive in the market.

3. KPI and Funnel Process Management

- Set and achieve sales targets and key performance indicators (KPIs) as defined by the Manager of Sales & Marketing.
- Manage the sales funnel process from lead generation to closing deals, ensuring a steady pipeline of opportunities.
- Use CRM tools to track and report on sales activities, progress, and outcomes.

4. Sales Strategy and Planning

- Develop and implement strategic sales plans to achieve company objectives.
- Identify new business opportunities and market trends to expand CSL's customer base.
- Collaborate with the marketing team to create effective sales campaigns and promotions.

5. Communication and Presentation

- Deliver compelling sales presentations and product demonstrations to prospective clients.
- Prepare and present detailed proposals and quotations tailored to client requirements.
- Communicate effectively with internal teams to ensure seamless service delivery.

6. Documentation and Follow-Up

- Maintain accurate and up-to-date records of all sales activities, client interactions, and transactions.
- Ensure timely follow-up with clients to address any issues or concerns and to secure repeat business.
- Prepare regular sales reports and forecasts for management review.

Criteria:

- Minimum of 2+ years of experience in a similar role.
- Preference for candidates with a degree in Business, Marketing, or a related field.
- Strong technical and computer skills.
- Excellent communication and presentation skills.
- Self-motivated and target-driven.
- Strategic thinker with a good eye for documentation and follow-up.

If you meet the above criteria and are passionate about driving sales and building strong client relationships, we would love to hear from you. Please submit your application by email or to the CSL Head Office, Saleufi, including a cover letter and resume, addressed to the CEO at dave@csl.ws.

Applications close on 25th July 2024