

Sales Executive

Remuneration:	R24000 - R28000 per month basic salary
Location:	Cape Town
Education level:	Diploma
Job level:	Mid
Type:	6 months
Company:	Vuka Group

Overview of VUKA Group and Smarter Mobility Africa

VUKA Group brings people and organisations together to connect with information and each other in meaningful conversation to reach the next level of growth in their industry ecosystem. With over 20 years in Africa operating across a number of industry verticals, VUKA Group is a dynamic and fast paced enabler business growth and industry development.

Smarter Mobility Africa is the key platform for advancing how we move people and goods to embrace the new urban era in Africa. We do this through several platforms across the year which includes the annual Smarter Mobility Africa summit and exhibition, a webinar series, weekly news and insights, and a new content hub.

How we move people and goods is a vital part of embracing the new urban era in Africa. With strong transport systems in place, the full benefits of the modern urban environment can be realised. Jobs and economic growth, safety and security, protection of the environment, increase quality of life.

Sales Executive Overview Our sales process follows the **Influence Model** which works on the principal that the power of influencing thinking, building awareness & cultivating trust takes time. We don't just sell an event; we sell the opportunity to build trust and influence year-round. The ideal candidate for this role focuses on strategically supporting the sales team in selling to a customer base through creating **value** and **trust** with a prospect and by exploring their needs before offering a solution. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers. **In general, the candidate will:**

- Approach potential clients through new leads, cold calls, existing relationships, promotional events, or other means.
- Work to maximise **sales** and meet quotas in the short and long term.
- Excel at creating and closing new opportunities.

Responsibilities:

- Learn and implement the VUKA Influence Model.
- Meet and exceed sales targets.
- Successfully create business from new and existing customer accounts.
- Manage complex negotiations with senior level executives.
- Build rapport and establish long term relationships with customers.
- Maintain accurate record keeping in HubSpot CRM.

Valued skill set:

- Event and digital media sales experience is highly valued.

- Confidence in utilising LinkedIn for profile building, industry knowledge, and stakeholder engagement for lead generation.
- Strong verbal and written communication.
- Has a needs-based **selling** approach that focuses on building a relationship with a customer or prospect and identifying solutions to their challenges through open-ended questions and active listening.
- Ability to organise, break down and clearly articulate complex thoughts, ideas, and instruction in written form.
- Strong ability to take initiative and confidently direct customer interactions.
- Has the proven ability to co-create relevant packages with new and existing customers that is customer centric.
- Has the ability to separate themselves from frustrating situations and guide the customer consultatively to an agreeable solution.
- Strong organisation and time management skills
- Is an active team player and contributes to the team.
- Thrives in a fast-moving environment.

Qualifications

- Experience and/or knowledge of the industry sector/s is highly advantageous.
- 5+ years' quota carrying sales experience.
- Experience and working knowledge of HubSpot advantageous.
- Demonstrable track record of over-achieving targets.

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