



A progressive IT services company is looking for Technico Commercial - Technical sales Marketing

Technical Sales Marketing

Responsibilities

- Close and grow sales through professional communication with existing and potential clients
- Manage and interpret customer requirements – speaking with clients to understand, anticipate and meet their needs
- Communicate sales or service opportunities and customer concerns or suggestions
- Identify and resolve client concerns; recommending a course of action to alleviate these concerns in the future
- Understand and comply with established guidelines that ensure a safe and healthy work environment
- Coordinates company staff to provide exemplary service to customers
- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and services effectively
- Maintaining records of customer communications and contact information as required
- Making technical presentations, webinars
- Preparing responses to RFP (request for proposals) and RFI (request for information) Attending and participating in trade shows, conferences and other marketing events
- Is responsible for setting the customer's expectations

Knowledge and Skill Requirements

- Solid technical background sales skills
- Bachelor's degree and/or three to five years of proven sales or marketing experience
- Strong interpersonal and communication skills
- Knowledge of advertising and sales promotion techniques
- Strong presentation skills and professional appearance
- Strong organizational skills
- Valid driver license
- Ability to succeed in an entrepreneurial environment
- Microsoft Office proficiency
- Ability to climb ladders and visit rooftops if required
- Willingness to work a flexible schedule
- Attention to detail
- Ability to work in a fast paced and dynamic work environment

HOW TO APPLY

Feel you are the one?

Email your CV to:
recruit@adequate.mu

Deadline for submission of application :
30 July 2019