COMMISSION BASED SALES & MARKETING REPRESENTATIVES

DETAILS
Application deadline 2023-12-02
Job Level; Mid-level
Qualification; Master's Degree, Bachelor Degree, Diploma or Certificate
Number of Positions; 20

SUMMARY
BaseFairway Ltd, is one of the fastest growing companies in the region. We are looking for Commission based Sales & Marketing Representatives that will be responsible for promoting and selling company's ICT software in order to achieve company's goals.

RESPONSIBILITIES
• Identify and develop contact with potential customers. Develop new leads through various channels such as cold calling, networking, referrals etc.
• Responsible for earning customer trust through solid execution – establish win/win.
• Negotiate and close sales deals to achieve and exceed assigned sales targets in corporate sales.
• Understanding and promoting company sales programs.
• Build and maintain strong relationships with clients, ensuring exceptional customer service and client satisfaction.
• Collaborate with internal teams to develop customized proposals and quotes tailored to clients' specific requirements.
• Keeps management updated by submitting sales reports, such as daily call reports, weekly work plans etc.

REQUIREMENTS FOR THIS ROLE
• Self motivating, hardworking and strong team oriented attitude capabilities
• Demonstrated ability to manage a sales pipeline, prioritizes tasks, and meet deadlines.
• Ability to effectively engage and influence potential clients to generate sales opportunities
• Excellent communication skills, with the ability to deliver compelling product demonstrations
• Proven record of success in marketing & sales role in the IT industry will be additional advantage

"BaseFairway is an equal opportunity employer and we are committed to creating an inclusive work environment."

NOTE
Remuneration will be on commission basis only!!
Attractive sales commission bonuses will be offered.
Well performed individuals will be awarded permanent jobs

Interested applicants send an email;
 hr@basefairway.com