



Internal Irrigation Sales Representative

We are looking for a motivated and well-spoken internal irrigation sales representative to join our sales team.

The internal sales representative will be responsible for communicating with customers, understanding their needs, and ensuring a smooth sales process. You should be able to close sales and meet targets.

To be successful as an internal sales representative you should be able to build instant rapport and achieve customer satisfaction. A top internal sales representative should also be very competitive and a good listener.

Responsibilities include but are not limited to:

- Communicating with customers to understand their needs and requirements and identify sales opportunities.
- Answering potential customers' questions resolving their concerns and providing additional information via calls and emails
- Keeping up with product and service information and updates.
- Creating and maintaining a database of current and potential customers.
- Explaining and demonstrating features of products and services.
- Staying informed about competing products and services.
- Upselling products and services.
- Researching and qualifying new leads.
- Closing sales and achieving sales targets.

Requirements:

- Valid Matric certificate.
- Valid driver's license.
- Computer literate - Proficiency in Microsoft Office – Word, Excel, etc
- Proficient in both English and Afrikaans.
- Excellent communication skills, both verbal and written.
- Good organizational skills and the ability to multitask.
- Excellent phone and cold calling skills.
- Exceptional customer service skills.
- Strong listening and sales skills.
- Ability to achieve targets.

Your CV will ONLY be considered if you quote the following reference no: **OB/ISR**

Send CV to: advertmba@mweb.co.za

Should you receive no response by 25 October 2024, please accept that your application was unsuccessful.