
MONEYMINDING SALES REPRESENTATIVE



Our company is growing. The Sales Representative position requires constant interaction with financial professionals and consumers of our products and services. Planning and carrying out all sales activities while ensuring customer satisfaction and managing quality of product and service delivery is paramount.

Tasks and Responsibilities:

- Conduct sales calls & develop client relationships to achieve monthly sales targets.
- Develop profitable business & sustainable relationships using ethical sales methods.
- Plan & manage business portfolio & territory according to the market development strategy.
- Develop previously sourced client referrals & leads.
- Manage product/service mix, pricing and margins according to agreed aims.
- Maintain sales activity records, reports and follow-ups for management.
- Integrate personal sales efforts with other organized marketing activities, e.g., product launches, promotions, advertising, exhibitions & telemarketing.
- Plan & prioritize personal sales activities & customer/prospect contact towards achieving agreed business aims, including costs and sales – especially managing personal time & productivity.
- Monitor & report on market & competitor activities & provide relevant reports & information.
- Represent MoneyMinding in a professional & compliant manner at all times.
- Excellent communication skills. High level of motivation. Ambitious. Confident.
- Quick learner. Maintain in-depth knowledge of MoneyMinding products & services.
- Attend training to develop relevant knowledge, techniques & skills.

Requirements and Competencies:

- Ideal candidate will have a minimum of 3 years sales experience, preferably in relationship-based selling and an in-depth knowledge of sales techniques and customer relationship management.
- Ability to produce results with minimum supervision in a fast-paced environment.
- Strong communication, negotiation, interpersonal, presentation & computer skills.
- Resilient. Stress tolerant. Goal and target driven.

Potential Career Opportunities: Sales Management

Compensation: Commission plus attractive bonuses

Location: Virtual office