

JOB SPECIFICATION

Job title: Sales Representative

Division : Vodacom Fibre

1. Key responsibilities

- Actively sell Vodacom Fibre into the market by approaching prospective Household and Businesses within South Africa. Sales order are submitted via VPP App that will be set-up after training.
- Sell of Fibre FTTH and FTTB including other products on offer and to canvassing for new and existing private individuals and businesses which will primarily comprise your existing contacts and other network (Referrals) as well as.
- Lead generation and follow up on all requests for quotes and solutions, actively setting up appointments. Sign up prospective clients and meet targets.
- Educate and inform clients of benefits of Fibre and LTE while you wait.
- Establish if there's network coverage in the area of the client, must have an experience in external sales, cold calling.
- Excellent knowledge of Business relationship management and Customer relationship management.
- Customer applications are done over the phone, sending application forms and visiting the place of resident or workplace of client outside client working hours.
- We provide you with promotional material, onboarding system and we train you for product knowledge.
- Perform other duties as assigned by management.

2. Sell the following products and services:

- a. Fibre to the home (FTTH)
- b. Fibre to the business (FTTB)
- c. Fixed Line Voice (VoIP, Video collaboration, Hosted call center, Business Talk Wireless Office)
- d. Mobile and voice (Business data, Voice, Cellphones, Laptops. etc.)
- e. Including new products launched during the period of the contract

3. Skills:

Well-presented • Computer Literate • Honest • Confident • Well Spoken • Driven & Passionate
in anything that you do • Self Motivated • Target Driven Cellular or retail experience
advantageous, but not mandatory.

4. Preferred industries

ALL, Including Insurance, Banking

5. Academic qualifications and requirements

Tertiary Qualification or studying towards (Preferably sales and marketing or other management studies)

Computer, Smart phone or Tablet is a must have

English / Afrikaans speaking and other African languages

At least a one year experience in Fibre sales environment Prior telemarketing and/or customer service
experience added advantage.

Must have your own reliable transport and drivers licence

6. Number of years' in experience

2 years (training provided)

7. Location

All Provinces

8. Preferred Age, race and gender

All races, gender and 25 years and older

9. Earnings Structure

Commission Based

1. Sign-up commission (Minimum of R350 – Maximum of R500 per approved order) once-off
2. Other Commission
3. Petrol and Cellphone allowance

10. Other added advantages

Own transport, Laptop and smart-phone

No criminal record

11. Apply online Via Our website careers page: www.dooms.co.za

