

# JOB SPECIFICATION

**Job title: Sales Representative**

**Division VodaPay**

## 1. Key responsibilities

- Actively sell Vodacom payment services into the market by approaching prospective retailers within South Africa. Sales orders are submitted via VodaPay App that will be set-up after training. Successful Candidate must adhere to FICA and POPI acts all the time.
- Lead generation and follow up on all requests for solutions, actively setting up appointments. Sign up prospective clients and meet targets.
- Educate and inform clients of benefits of VodaPay products
- Excellent knowledge of Business relationship management and Customer relationship management.
- Perform other duties as assigned by management.
- Travel to Merchant business premises

## 2. Sell the following products and services:

- a. VodaPay Max (card machine)
- b. VodaPay Chop-Chop
- c. E-commerce payment gateway
- d. VodaPay Kwika (card Machine)
- 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

Tertiary Qualification or studying towards (Preferably sales and marketing)

## 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. Activation commission (monthly) Min 4 to Max 6 Months
3. OGR Commission
4. Petrol and cellphone allowances

## **10. Other added advantages**

Own transport, Laptop and smart-phone

No criminal record

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