

Sales Executive (ERP)

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

Overview

Our client an ERP Consulting Company is looking for a Sales Executive to join their team;

Duties and responsibilities include but are not subject to;

Conduct market research to identify potential customers and evaluate their ERP needs.

Proactively seek out new sales opportunities through various channels, including coldcalling, networking, and leveraging online platforms.

Schedule and conduct meetings with potential clients to understand their specific requirements and address any concerns they may have.

Prepare and deliver compelling presentations that highlight the features and benefits of our ERP solutions.

Collaborate with the pre-sales and technical teams to provide accurate and timely information to clients during the sales process.

Prepare sales proposals and negotiate terms to close deals effectively.

Ensure smooth implementation and transition of clients to our ERP system.

Build and maintain strong relationships with existing clients, ensuring their satisfaction and identifying opportunities for upselling and cross-selling.

Stay updated on industry trends, competitors, and new developments in ERP technology.

Provide regular reports on sales activities, pipeline, and achievements.

Key Skills and Qualifications;

Proven experience as a Sales Executive or in a similar role, preferably in selling ERP software or related enterprise solutions.

Deep understanding of ERP concepts, functionalities, and benefits.

Proficiency in English, both written and verbal.

Excellent presentation and negotiation skills.

Strong business acumen and ability to understand customer needs and align them with our ERP solutions.

Experience with CRM software and sales tools.

Self-motivated and target-driven mindset.

Ability to work independently and as part of a team.

Willingness to travel for client meetings and industry events, as required.

Bachelor's degree in Business Administration, Computer Science, or a related field.

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