

Sales Technicians

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Company: Recruitment Matters

Location: Kitwe

Category: other-general

Overview

Our client, a Tech supply business, is looking for Sales Technicians to join their team in Lusaka and Kitwe to join their team;

Duties and responsibilities include but are not subject to;

Conducting customer need analysis and presenting the customer with possible solutions

Understanding a product's functionality and possible problems and figuring out a way to handle them

Determining the best products to meet the requirements of a customer

Assisting the sales department

Providing technical expertise on products and/or service

Taking part in exhibitions, conventions and other events to help in the sales of products and/or service

Train colleagues and sales personnel on basic technical aspects of a product and/or service

Have in-depth technical knowledge about the products, their working and their pros and cons

Sending technical specification to potential buyers along with the sales quotes

Revising and improving technical manuals

Skills

Be well organized

Have business acumen

Be able to work under pressure

Be good in promotion and sales

Have leadership qualities

Be good at handling technical resources

Have good presentation skills

Be able to make efficient demos within a specific period of time

Be able to focus and pay attention to detail

Be customer-oriented

Be friendly and approachable

Qualifications

A diploma or better in business, computer science, or related field

Technical sales experience

Experience working for POS supply business or similar

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