



ZAPTRONIX LIMITED is listed on the ALTX of the JSE.

ZAPTRONIX METERING seeks to appoint a:

SALES CONSULTANT

Who will report to the HOD: National Sales/CRM Division

Key Performance Areas (KPA's):

Sales Management:

- Identification and development of new business
- Ensuring attainment of new business and bring it into the organisation
- Ability to analyse businesses for multi tariff logging (e.g. business where multi tenants are renting)
- Achieving set targets (monthly and quarterly)
- Developing and managing sales campaigns
- Ability to do proposals, quotations, tenders, presentations on PowerPoint, sales reports and sales forecasting.

Engineering Knowledge:

- Understanding of Zaptronix metering systems
- Ability to programme meters, download readings and produce reports
- Fundamental Knowledge of electrical components (e.g. CT's and how to calculate CT ratio)
- Basic knowledge on installation and inspection of Zaptronix metering
- Knowledge of electrical application for metering

Customer Relations Management:

- Ability to build, maintain and expand a professional customer relations
- Manage customers problems and exceed results expectations
- Identification and preservation of business and customer risks

Office Administration:

- Understanding of the invoicing, billing, credit and debtors processes
- Payment follow-up with customers
- Understanding of the internal Procurement processes
- Report writing and ensure proper document filling

Important requirements include:

- Degree/ National Diploma in Electrical Engineering
- Degree or equivalent qualification on Sales and Marketing or Business Development
- Project Management and/or Administration certificate will be an added advantage
- 3-5 years experience in the electrical metering and metering systems field
- 2-3 years experience in the Sales and CRM environment
- Computer Literacy on Ms Office (Word, Excel and PowerPoint)
- Driver license and own transport

Important required attributes-:

- Self-disciplined, task driven and high integrity
- Customer orientated
- Must display high levels of professionalism in everything they do
- Ability to communicate and write in English and Afrikaans
- Emotionally mature – good people skills
- Must be willing to go an extra mile for the employer and its clients

Remuneration: market related (based on experience and qualifications)

Remuneration will include-:

Basic salary
Car and travel allowance
Cell phone allowance
Incentive commission

Applicants must send their Resume` to Ingrid.Bila@itoitechnologies.com or Fax it to 011 238 2032 not later than Friday 2nd July 2010 at 12h00, late submissions will not be considered.