

Research Sales Executive

Remuneration:	negotiable
Location:	Johannesburg, Craighall Park, Randburg
Education level:	Degree
Job level:	Mid
Own transport required:	Yes
Travel requirement:	Often
Type:	Permanent
Reference:	#ResearchSalesExec.
Company:	BMi Research

BMi Research is looking for a research sales executive to assist in building and developing the sales pipeline in the consumer behaviour and business insights division, The successful candidate should be an all-rounder with qualitative and quantitative research interests.

Research sales functions:

- Manage and qualify passive sales leads
- Collect accurate briefs from clients on the project requirements
- Actively participate in client meetings
- Liaise with relevant suppliers for costs
- Accurately prepare quotes for research projects, insuring that margins are maintained
- Draft research proposals with a level of supervision
- Update Pipedrive with new deals or changes to current deals
- Brief the CBBI team on all relevant proposal, client and costing details once a project is commissioned
- Various ad hoc administrative functions as the need arises
- Liaison with IT and finance departments on issues related to the division, including invoicing and quotations, and associated admin
- Overall document control

Research functions:

- Assist the CI team with project management, instrument design and analysis where capacity allows

Skills, qualifications and education requirements:

- Matric Certificate or equivalent with matric exemption
- BCom with honours (must have studied subjects relevant to market research e.g. psychology, research psychology, statistics)
- Min three years' experience in a market research environment
- MS Outlook, MS Word, MS PowerPoint essential
- Must have driver's licence

Required attributes:

- Passionate about market research

- Strong sales/client service orientation
- Analytical (accurate, attention to detail)
- Confident communication skills (articulate)
- High level of personal accountability (professional)
- Independent and creative thinking
- Promote team spirit and group success
- Strong problem-solving skills (self-directed)
- Strong project management skills (energetic, proactive, punctual)

Posted on 16 May 15:29, Closing date 8 Jul

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See also: [Sales Representative](#), [Sales Consultant](#), [Sales Assistant](#), [Sales Agent](#), [Sales Executive](#), [Sales Person](#), [Sales Rep](#), [Vehicle Sales Cadet](#), [Sales and Marketing Consultant](#), [Sales and Marketing](#)

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