

Junior Sales Consultant

Remuneration:	R4000 - R7000 per month market-related
Location:	Malelane
Education level:	Matric
Job level:	Student
Travel requirement:	Occasional
Type:	Permanent
Reference:	#IVM461
Company:	In Vision Marketing

We are seeking a motivated and passionate junior sales consultant to join our dynamic team based in Nelspruit. This role involves promoting and selling our range of financial services to customers. The ideal candidate will have a strong understanding of sales and marketing activities, a keen sense of creativity, and exceptional communication skills. If you are enthusiastic about the working with people, have a flair for sales, and are committed to delivering exceptional customer experiences, we want to hear from you

Requirements:

- High school diploma
- No criminal record
- Must be fluent in English
- 1-2 years of relevant experience in a sales environment is a benefit
- Comfortable multi-tasking and prioritising tasks without guidance
- Excellent interpersonal skills
- Customer-focused mindset

Daily tasks and activities:

- Present, promote and sell products/services using solid arguments to existing and prospective customers.
- Establish, develop and maintain positive business and customer relationships.
- Achieve agreed-upon sales targets and outcomes within the schedule.
- Coordinate sales efforts with team members and other departments.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Continuously improve through feedback.
- Greet and assist customers as they shop for new products.
- Suggest applicable and relevant upsells to help customers walk out the door with everything they need.
- Meet weekly, monthly and quarterly sales quotas.
- Learn how products work and how to troubleshoot issues with customers.
- Possess in-depth product knowledge and be able to conduct demos and relay objection handling.
- Participate in sales meetings and on-site training.
- Deliver presentations and demonstrate products to customers.
- Assist customers with special orders.

Posted on 22 Apr 09:25, Closing date 19 Jun

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