



KEY ACCOUNTS BUSINESS DEVELOPMENT CONSULTANT

Spark ATM Systems is an independent ATM deployer operating in South Africa, forming part of a global group of companies. The company is South Africa's premier independent ATM deployer, selling and installing convenience ATM's into retail, petroleum, leisure and hospitality locations countrywide.

The company seeks a skilled and energetic **Key Accounts Business Development Consultant** who wants to be part of a dynamic and fast-paced work environment. Based in Paarden Eiland Cape Town but allowed to work from home. The successful candidate will be responsible for sourcing key account leads, securing key account appointments with decision-makers, managing the defined key account list and building strong customer relationships with key account group decision-makers.

The ideal candidate for the position is proactive and keen to excel in the sales environment. The candidate must have a great attitude, be detail orientated and have a strong work ethic. The successful candidate should have a vibrant and strong personality and possess excellent verbal and written communication skills.

KEY DELIVERABLES AND RESPONSIBILITIES:

- Source new key account groups to target
- Update and manage the defined key accounts list and identify the decision-makers
- Secure appointments between the key accounts group decision-maker and the Key Account Manager(s)
- Fill the calendars of the Key Account Manager(s) with minimum 5 daily appointments
- Prepare high-level monthly SLA reports for certain key accounts, using internal reports for in-depth insight into group's performance with key areas identified for improvement and growth.
- Complete detailed minutes on behalf of Key Accounts Managers on meetings attended and ensure each action item is fulfilled timeously.
- Build and maintain strong professional relationships with all key account head offices
- Be the single point of contact for each of these important customers
- Stay ahead of new key account store openings and revamps
- Assist with research requests and projects
- Compile and manage regular reports, including the key accounts growth and penetration reports
- Assist with departmental administrative duties
- Provide excellent customer service
 - Prepare and obtain approval for New Head Office Agreements, MOU's or Group Agreement Renewals.
 - Be the 1st point of escalation for Key Account queries

Spark ATM Systems (Pty) Ltd

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Company Registration Number: 2005/030567/07
VAT Number: 401 022 4790

Directors:

M Sternberg, R Berman, M Terry (UK), W Davies (UK), D Bolton (UK)

- Pave the way for Corporate site installation approvals and break-down corporate roadblocks.
- Prepare relevant reporting, analysis and proposals as requested by the Key Account Manager(s) before each meeting.

PROFESSIONAL REQUIREMENTS

- Minimum Grade 12
- 3 Years' administration experience is essential
- 3 Years' telesales or telemarketing experience is required
- Proven sales track record
- Proven track record of dealing with customers telephonically
- Computer literacy (including MS Office & Google Search Engine, Evernote)
- Excellent verbal and written communication skills. Fluent in English
- Ability to manage diaries and route plans
- Ability to meet and exceed defined appointment targets

COMPETENCIES

- Passion for excellence in all aspects of their career
- A polite but direct telephone manner
- Possess strong verbal and written communications skills
- Must possess people skills and the ability to express themselves credibly to clients over the phone
- Able to think-out-the-box and generate new ideas
- Must be responsible, self-disciplined, reliable, systematic and have a high degree of personal integrity
- Must be organized, motivated and able to manage their own time effectively
- Able to handle pressure

The company is offering a competitive salary and benefits, rewarding work environment, full product knowledge and exciting career growth opportunities for the right candidate. Remuneration is negotiable depending on your skills and experience.

Interested parties should email a concise CV and covering letter, outlining why you feel that you are suited to the position, with the subject line: BDKA0321 and your name to jobs@sparkatm.co.za.

If you do not hear from us within 14 days from date of application, please regard your application as unsuccessful. Only short-listed candidates will be contacted.

For more information visit www.sparkatm.co.za.