

Software Sales Entrepreneur

with Proposal Talent

You want to sell software, consulting and training. If you are hungry to succeed and you have the following **attributes** and **skills**, then please apply to jobs@nfold.com for this permanent full-time position with a low basic salary and generous commission structure.



Attributes: The ideal candidate will be entrepreneurial, enjoys networking, is a good hunter, closes small deals quickly, and is also able to negotiate bigger deals at executive level. You write winning proposals and build lasting relationships with clients, but do not make promises that can't be kept. You are self-motivated, persistent, diligent, and you have marketing savvy. You are eager to earn, learn, lead, and teach or mentor others. You speak English clearly and fluently and enjoy telephone interaction, client meetings, presentations and demos. We prefer female or affirmative action candidates, although all suitable applications will be considered. Good customer and manager references essential. The successful candidate must have own transport that is reliable and will be appointed on a one-month trial basis.

Skills:

- ✓ At least 5 years' experience selling software and/or IT solutions,
- ✓ proven sales track record as a small and big deal closer
- ✓ Technical understanding, competence and experience essential
- ✓ Relevant graduate / post-graduate education an advantage
- ✓ Business analysis / consulting / training / management experience an advantage
- ✓ Professional memberships / active networking an advantage
- ✓ Customer relationships with mid-sized (50-500 person) companies an advantage

Your **role** will include:

Direct Sales	make cold calls; participate in marketing initiatives; conduct meetings; do software demos; write proposals; work out project plans; define pricing; presentations to decisionmakers; negotiation; signoff; relationship management.
Business Development	grow and support a sales team or channel with relevant sales collateral; manage sales pipeline; help close deals; teach new people how to succeed; identify new opportunities; segment the customer base; create focused target lists
Other	proactively maintain up to date knowledge of products and differentiation from competitors; although you will have administrative support, you may need to do errands, administrative and reporting tasks relevant to your job. You will also need to keep our CRM system up to date.

Environment: Founded in 2001, **nFold** leads the proposal/tender niche market and has been a Technology Top 100 company for the last 3 years. We have exclusive rights to distribute Sant best practice and software invented by the man who wrote the book on proposals, Tom Sant. On average, Sant customers experience win rate improvements of 29% and generate documents 36% faster. Report to our dynamic Managing Director, Sandy Pullinger, who is a seasoned entrepreneur, recognized as a finalist in TWIB awards and Top ICT Businesswoman of Africa. You will have the flexibility to work from home or on the road most days, because we have a world-class virtual office set up on the Internet. We have a marketing manager and sales administrator who provide back-office support. Our head office is a gracious old heritage home in Parktown. See www.nfold.com, www.santcorp.com and www.apmp.org.za.



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Finalist: Top ICT Businesswoman of Africa
Qualifier: 2006, 2007 & 2008 Top Technology 100 Company
Finalist: 2006 Most Innovative ICT Company