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Job Ad #391714: Sales / Channel Manager (Market Related Basic Plus Commission And Benefits Negotiable)

Permanent skilled level position in the Information Technology sector in Parktown in South Africa (Gauteng). Benefits: Discretionary Bonus / Profit Share / Salary Structured for Tax Benefit.
 Posted by The Job Box on 26/06/2006.



Reporting to the Managing Director, you will be expected to sell software and manage indirect sales from nFold's reseller channel. You might also enjoy being involved in software research, requirements analysis, advisory consulting, and software training, deployment or support.

If you are hungry to succeed and are thinking of starting your own business, but you are not able to risk going without a basic salary. Yet you are looking for a position with good growth prospects, and have the following attributes and skills, then please apply for this position.

The ideal candidate will be entrepreneurial, enjoys networking, is a good hunter, writes winning proposals, but does not make promises that cant be kept.

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

Indirect Sales support channel with relevant sales collateral; manage sales pipeline; help channel partners to close deals; teach new partners the ropes

Consulting software research; software advisory consulting; business analysis; software training; software installation & configuration; software support

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.

Prefer female or affirmative action candidates, although all suitable applications will be considered. Good customer and manager references essential. The successful candidate will be appointed on a one-month trial basis. Must have own transport that is reliable.

- At least 5 years experience selling software and/or IT solutions
- Proven sales track record as a deal closer
- Relevant graduate / post-graduate education
- Technical understanding, competence and experience essential
- 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

nFold has a soul we call the nFold Kiss. K is for acquiring knowledge, E is for pursuing excellence and C is for caring about people. If these are your values too, then you will be right at home. You will become part of the family in a home office situated in a gracious old Parktown home. The large office overlooks a beautiful garden. nFold is a young company, so you will need to be flexible, self-motivated and entrepreneurial.

Unlike traditional software distributors who focus on selling products, nFold aims to make software work for your business by delivering a total solution that costs less money than expected, while delivering

more results than desired in less time than planned. nFold truly cares about customers and strives to provide consistently excellent service, with a smile. For more details visit www.nfold.com.

Apply online OR fax HR at +27 11 4860335 before 26/07/2006.
Please note that Recruiters may delete or expire jobs at any time.

Best viewed at 800x600 on WinXP with IE6 (or higher),
or on MacOSX10.2 with Safari 1 (or higher).
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