



Sales Executive at Secure Services Group

Secure Services is looking for a knowledgeable and trustworthy **Sales Executive** to help us build up our business growth activities. You will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction.

The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth.

You will be expected to:

- Conduct market research to identify selling possibilities of our solution portfolio and evaluate customer needs based on same
- Actively seek out new sales opportunities through cold calling, regular customer visits, networking and social media
- Set up meetings with potential clients and listen to their wishes and pain points
- Prepare and deliver appropriate presentations on products, solutions and services
- Assist customers and potential customers in developing customized solutions to their information technology roadmap needs by using our market leading solutions and services
- Monitor and coordinate the delivery of our solution and services to customers to assure they remain satisfied with their relationship with Secure Services
- Keep up-to-date of developments in the information technology industry, including through ongoing training and certifications, and our customers and prospective customers informed of new or improved solution and services that may be of interest to them
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations by working closely with the logistics team
- Participate on behalf of the Secure Services in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team to achieve better results

You need to have:

- Proven experience as a sales executive or relevant role
- Proficiency in English and French
- Excellent knowledge of MS Office and IT tools
- Thorough understanding of marketing and negotiating techniques
- Fast learning skills and passion for sales
- Self-motivation with a results-driven approach
- Aptitude in delivering attractive presentations
- Holder of a clean driving license
- Minimum of 5 years of working experience
- Deep knowledge of IT Network solutions, Security and Infrastructure Solutions

Please apply only if you have read the above requirements and relate to it strongly; on admin@ssml.biz

