



Job Profile and KPIs for the position: EXTERNAL SALES  
REPRESENTATIVE

**The name of the Position is – External Sales Representative**

**The purpose of the position**

Obtaining new clients for Westech through, sourcing the client, finding out what's needed via consulting/auditing on their current service and ensuring that they take the service from Westech.

Creating high volumes of public contracted and interested in Westech services resulting in a high demand for our services which then results in further demands for all our Westech's services.

Increasing the client base of companies on SLAs. Our core business is SLAs and this builds the future of the company by having contracts in place ensuring the longevity of the client with Westech.

**The position operates within the New Business Development Division, Division 6 of the Organisation.**

**The Key Performance Indicators of this position are:**

Client strategies developed and serviced by finding the needs and wants of the client and ensuring they take the services recommended.

Building the client base and ensuring it is continually communicated to with a view to the client taking a new service or upgrading to a new service/product.

Relaying pertinent information which you gain through your interactivity with clients concerning the client, the IT marketplace and which information you feel will strengthen marketing and sales within the organization.

Being three times faster on giving the client a speedy service as far as analysis of their system, quoting and once the deal is closed ensuring that the first delivery of our service is also 3 times faster than they could expect from any comparative service.

**Statistics:**

Increased monthly new business revenue

R20K a month of new SLA business.  
Rand Value of new sales

Target R20K per month  
Target R25K per month.

**Experience.**

At least 8+ years of active and current experience in the New Business Development arena of IT.  
Architectural solutions to the client's needs so would need to be familiar with all technical aspects of IT which is being used in the business world.  
Minimally a Tier 3 technician background.  
Solution orientated and problem solving  
Process orientation.  
Relationship Management & Conflict Resolution  
Excellent communication and admin skills.  
Has dealt with Corporates as well as SMEs.

**Remuneration:**

From R20000 upwards depending on experience.

End of the Job Brief