



TERSUS GNSS SOUTH AFRICA (PTY) LTD  
Email: [slouw@tersus-gnss.co.za](mailto:slouw@tersus-gnss.co.za)  
[www.tersus-gnss.com](http://www.tersus-gnss.com)

## **VACANCY: TERSUS GNSS SOUTH AFRICA (PTY) LTD – SALES CONSULTANT, CENTURION**

A stimulating career opportunity exists for a Regional Sales Consultant to join the Tersus-GNSS South Africa (PTY)LTD sales team. The successful candidate will be based in Centurion and will report to the National Sales Manager.

### **PURPOSE OF THE ROLE**

A results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects. You will provide complete and appropriate survey solutions to customers in order to boost top-line revenue growth, customer acquisition levels and profitability.

### **DUTIES INCLUDE:**

#### **Sales Management:**

- Present, promote and sell Tersus-GNSS survey products/services and related accessories to existing and prospective customers.
- Present, promote and sell Third Party products/services and related accessories to existing and prospective customers. (including DJI Drones and related products)
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop and maintain positive business and customer relationships.
- Reach out to customer leads through cold calling.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.

#### **Sales Admin:**

- Analyze the territory/market's potential, track sales and status reports.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

- Keep abreast of best practices and promotional trends.
- Continuously improve through feedback.

**Requirements and Skills:**

- Senior certificate or higher education certificate with a good understanding of Geography/Survey technology and practices.
- Proven work experience as a Sales Representative
- Excellent knowledge of MS Office.
- Familiarity with CRM practices along with ability to build productive business professional relationships.
- Highly motivated and target driven with a proven track record in sales.
- Excellent selling, negotiation and communication skills.
- Prioritizing, time management and organizational skills.
- Ability to create and deliver presentations tailored to the audience's needs.
- Relationship management skills and openness to feedback.
- Ability to work independently and as a team.
- Must be willing to travel and spend time away from home.
- Must have a South African driver's license.
- Must have own reliable transport.
- Preference will be given to a candidate with a Survey and Mapping background.

Interested candidates must submit their CV to [slouw@tersus-gnss.co.za](mailto:slouw@tersus-gnss.co.za)

**Closing date for submissions: 16:00 on 15 June 2023**