

Circular Details

Job Title : Pre-Sales Engineer

Designation : Sales Agent

Experience : 3 years

Age : 25 - 40

Salary Range : Negotiable

Vacancy : 2

Posted Date : 05.22.2023

Last Date to Apply : 07.10.2023

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Job Description – ISP Sales Executive

Job title: ISP Sales Executive

Work Location: Afrinict Limited - Abuja office

Division/Department: Sales / IT

Reports to: National Sales Manager / IT Manager

n Full-time

Essential Duties and Responsibilities:

Reporting to the National Sales Manager / IT Manager, the role of the ISP Sales Executive is to build business by identifying and selling ISP prospects and maintaining relationships with clients, provide accurate reporting in relation to ISP sales issues, respond to ISP related enquiries in a professional and courteous manner and other ISP Sales related tasks.

Duties and Responsibilities includes:

- Perform ISP sales activities to achieve company sales objectives.
- Identify and contact potential customers for business opportunities.
- Schedule daily customer appointments and make product presentations if required.
- Update customer database with contact details and interest information from prospective customers.
- Perform daily tasks based on assigned work plan.

- Maintain profitable and productive relationships with customers.
- Maintain up-to-date knowledge about product information and promotions.
- Attend sales training and educational programs for professional development.
- Communicate with customers through phone, e-mails, chats and personal visits.
- Respond to customer queries promptly and professionally.
- Work independently or in a team to achieve monthly sales quota.
- Provide excellent services and ensure customer satisfaction.
- Make inbound and outbound calls to sell company products.
- Develop sales strategies and determine sales forecast and projections.
- Stay abreast with online marketing trends and competitors.
- Identify, contact and build relationships with prospective customers through a combination of telephone and in- person cold calls, networking and referrals to obtain appointments.
- Other duties directed by the National Sales Manager and ICT Manager from time to time.

Education and/or Work Experience Requirements:

- Diploma/BSC/BA or related qualification from a reputed institute
- At least one (1) year of sales experience will be an added bonus.

Required Outputs, Personal Attribute and/or Physical Requirements:

- Good knowledge of ISP Products e.g. Dedicated Internet, PTP Networks etc.
- Proven track record with demonstrable skill set.
- Excellent analytical, strong communication skills, problem solving and negotiation skills
- Good personal presentation.