

WE ARE HIRING

Sales Representative



Position: Sales Representative

Industry: Wireless Internet Service Provider (WISP)

Location: 22 Gill Street, Gillview, Jhb

Are you a motivated and driven individual with a passion for sales? Are you looking for an opportunity to join the growing ISP industry and be part of a dynamic team? We are currently seeking a Sales Representative to join our team at PING INTERNET. As a Wireless Internet Service Provider (WISP) based in Jhb, we offer a variety of internet solutions to both residential and business customers.

Responsibilities:

- Proactively seek out and engage prospective customers within a designated sales territory.
- Introduce and present our internet services to potential clients, highlighting the advantages and benefits of our products.
- Conduct in-depth needs analysis to understand customers' requirements and tailor suitable solutions.
- Develop and maintain a strong customer pipeline through effective lead generation and networking.
- Close sales deals and achieve or exceed monthly targets.
- Provide exceptional customer service and ensure customer satisfaction throughout the sales process and beyond.
- Collaborate with the sales team and management to share feedback, strategies, and market trends.
- Stay up-to-date with the latest industry trends, developments, and competitive offerings.

Requirements:

- Proven track record in sales, preferably within the ISP industry.
- Strong negotiation and persuasion skills to effectively close sales deals.
- Excellent communication skills, both verbal and written.
- Ability to work independently and as part of a team.
- Results-driven with a focus on achieving and exceeding sales targets.
- Strong character and ability to handle daily rejection.
- Ability to effectively manage time and prioritize tasks.
- Strong relationship-building skills and a customer-centric approach.
- Extroverted personality with a passion for networking and building connections.

Additional Information:

- This is a full-time position based in Jhb South, and applicants must preferably live within a 15 km radius of our office.
- Basic + plus a 30% commission

Join our team and be part of an exciting journey within the WISP industry. If you have the drive, determination, and passion for sales, apply now by sending your resume and a brief cover letter CV@pinginternet.co.za