

# 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. A
- 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.

### Offering:

- 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 lucrative commission

To apply, please send your CV and a cover letter about why you are the perfect candidate for the role to [cv@pinginternet.co.za](mailto:cv@pinginternet.co.za). In the subject line indicate "Sales Manager Application" Join us at PING INTERNET and let's shape the future of connectivity together!