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Business Sales Manager

Hiring organization
Oredax

Employment Type
Full-time

Beginning of employment
1st December, 2023

Industry
IT

Job Location
Johannesburg, Sandton, South Africa

Date posted
November 21, 2023

Description

Oredax is a trusted IT systems integrator and IT consulting organization located in Johannesburg with branches in the United Kingdom and Dubai. Our mission is to help our customers to choose appropriate IT hardware and technology to run their datacentre and end user computing operations. We are committed to being the strongest and most reliable IT company in the industry.

Responsibilities

This is a full-time on-site role for a Sales Business Manager. The Sales Business Manager will be responsible for overseeing the daily operations of the business, including managing budgets, developing and implementing business strategies, and monitoring performance metrics.

The Sales Business Manager will also be responsible for for managing sales representatives, achieving sales targets, and developing new business opportunities.

Day-to-day responsibilities include monitoring sales metrics, creating sales reports, and ensuring customer satisfaction.

Qualifications

Experience in business management, including budgeting, strategy development, and performance monitoring

Leadership and team management skills

Excellent communication and interpersonal skills

Strong problem-solving and decision-making skills

Proficiency in Microsoft Office and other business software

Ability to work well under pressure and meet deadlines

Bachelor’s degree in Business Administration, Management, or related field

Analytical skills to understand and track sales metrics

Customer service skills to ensure customer satisfaction

Experience in the IT industry is a plus

Contacts

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