

WE ARE HIRING



KONICA MINOLTA
GAUTENG



Junior Sales Representative

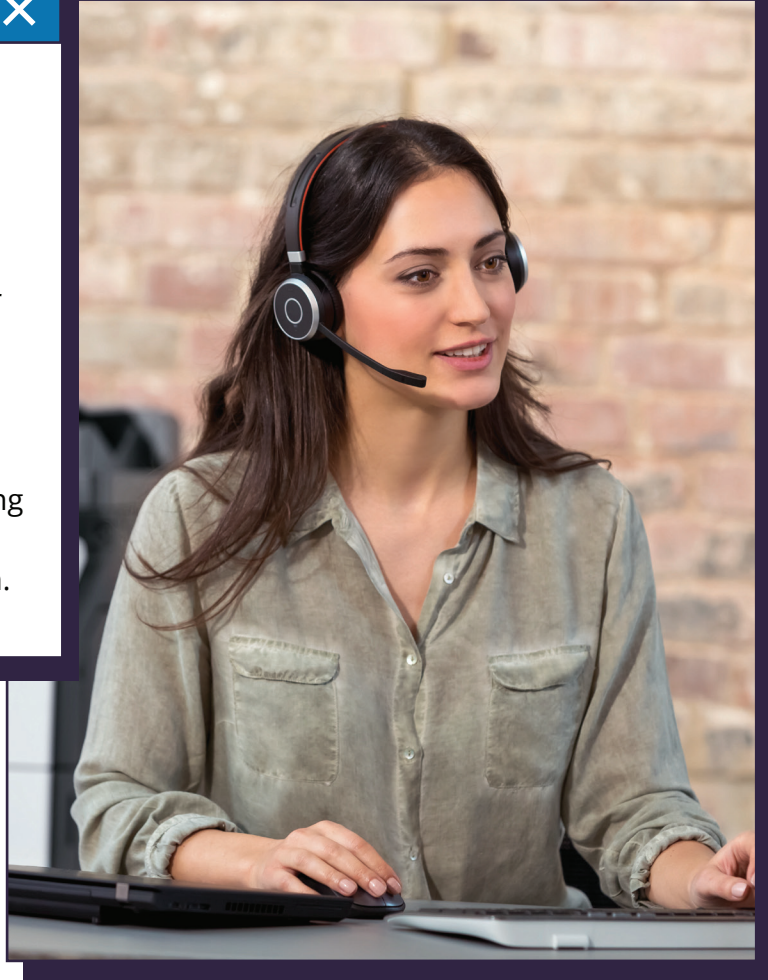
This is an exciting entry-level opportunity for a passionate individual looking to build a career in sales. As a Junior Sales Representative, you will learn our product suite inside out while actively engaging the market. You will be responsible for generating your own leads, quoting clients, and closing deals under the guidance of our senior team.

KEY RESPONSIBILITIES

- **Lead Generation:** Identify potential leads through research, networking, and cold calling.
- **Client Engagement:** approachable and confident engagement with new people to present our products and services.
- **Product Expertise:** Develop a deep understanding of Konica Minolta's office automation products to advise clients effectively.
- **Quotation & Pricing:** Accurately calculate and prepare customer quotes, ensuring correct pricing structures (including contract pricing, settlement/buyouts, and mark-up calculations).
- **Sales Cycle:** Manage the end-to-end sales process from initial contact to signing the deal.

REQUIREMENTS & QUALIFICATIONS

- **Experience:** Previous exposure to sales or customer service is beneficial but not essential; a willingness to learn is key.
- **Education:** Senior Certificate (Matric) or equivalent.
- **Math Proficiency:** Ability to work with numbers accurately for quoting and pricing.
- **Soft Skills:** High energy, excellent interpersonal skills, and a "hunter" mentality.
- **Tech Savvy:** Comfortable using computer systems for research and quote generation.



APPLY NOW

wesleyh@kmgauteng.co.za / catherines@kmgauteng.co.za