

WE ARE



HIRING

Outbound Sales Representative

We are seeking an experienced and results-oriented Outbound Sales Representative to join our high-performing team specialising in office automation supplies. The successful candidate will focus on acquiring new business and managing the full sales cycle, from prospecting to closing.

KEY RESPONSIBILITIES:

- **New Business Development:** Aggressively identify new sales opportunities and expand the customer base through cold calling and networking.
- **Consultative Selling:** Analyze customer needs and propose suitable office automation solutions.
- **Closing:** Negotiate contracts and close deals with confidence.
- **Client Onboarding:** Assist new customers with the full application and onboarding process to ensure a seamless transition.
- **Pipeline Management:** Manage an active sales pipeline and report on progress against targets.

REQUIREMENTS & QUALIFICATIONS:

- **Experience:** Proven track record in sales; experience in external or field sales is a distinct advantage.
- **Industry Knowledge:** Familiarity with office automation or similar technical sales is preferred.
- **Skills:** Strong negotiation, closing, and objection-handling abilities.
- **Interpersonal:** Excellent communication skills with the ability to build rapport quickly.
- **Administration:** Strong organizational skills and attention to detail regarding client documentation.

APPLY NOW

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