TEXEL SOLUTIONS
Job advert

PAID INTERNSHIP – Sales Leads Manager

INTRODUCTION:

Texel Solutions Limited is a dynamic, innovative software development company based in Lusaka, Zambia that provides advanced solutions centred on two key aspects: **Automation** and **Communication**. Our powerful software solutions automate common repetitive tasks and facilitate easy and efficient communication. We are looking for a passionate, experienced Software Sales Leads Manager to join our sales team. Their responsibilities include generating leads, making sales calls to set up demonstrations, continuously updating our CRM database, and writing reports where required.

MINIMUM QUALIFICATIONS:

- Energetic communicator with excellent social skills, customer service and sales skills.
- Excellent customer service and sales skills.
- Excellent phone and presentation skills.
- Able to respond to assist management in requests for proposals and tenders.
- Reasonably computer literate and proficient with Microsoft Office, especially Excel, PowerPoint and Word.
- Good spoken (and written) English and local languages if relevant.
- Good appearance, punctuality, and the ability to travel locally.
- Good work attitude.
- Fast learner.
- Good research skills.
- Work under minimal supervision but deliver quality work on time.
- Honest and self-motivated.
- Strictly no criminal record.
- Valid Driver’s license an advantage.

WORK DESCRIPTION:

- Researching prospects and generating leads.
- Contacting potential and existing customers on phone, email and in person.
- Attending live software demonstrations during presentations, follow up and gathering customer feedback to help improve the product. You'll be expected to work mostly independently.
- Assisting in setting sales goals and developing sales strategies.
- Handling customer questions, inquiries, and complaints.
- Helping to prepare and send quotes and proposals.
- Building and maintaining a CRM (Customer Relationship Management) database.
- Participating in sales team meetings.
- Producing reports.
- No requirement to be in the office but can work from anywhere.

NOTES:

- There will be a base salary to mostly cover communication, internet and the occasional travel. Although you are not required to close deals, you are free to do so and will receive commissions on closed sales just like normal sales agents.
- To be successful, you should be an inspired self-starter and able to assist in driving sales growth.
- Complete the application form here:

  https://suite.texel.co.zm/data_collector/responses/skqdthbv7yvxk9a9qzam

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