



Senior Sales Manager

Quant is a global leader in industrial maintenance. For over 25 years, we have been realizing the full potential of maintenance for our customers.

From embedding superior safety practices and building a true maintenance culture, to optimizing maintenance cost and improving plant performance, our people make the difference.

We are passionate about maintenance and proud of ensuring we achieve our customers' goals in the most professional way.

Are you one of us?

Location:Midrand

Position: Sales

Contract type:FT

Tasks

- Understand and profile the ideal target customer for Quant
- Generate and develop leads as well as follow up on existing Leads
- Schedule meetings with potential customers during initial cold calls and present
- Develop sales presentations that target specific customers and their specific needs
- Create demand by selling a service that the customer may not have recognized they need.
- Travel to meet with potential customers and follow up with the appropriate management level of each customer
- Work as part of the Quant sales team through the sales process by providing account maintenance activities and contacts
- Manage sales process from initial visits through the early stages of the partnership development phase while building a strong trust related partnership

The candidate must have the following required qualifications:

- You should have an Engineering degree and be proficient in SAP & MS Office
- You must have a thorough knowledge of the pulp and paper, metals and mining industries.
- You must have a minimum of 7 years' experience as a Sales Engineer
- Proven experience and knowledge of change Management and business transformation.
- You must have knowledge of maintenance practices (PAS 55 or equivalent)

Our people drive our success. We therefore invest in recruiting the right candidates with the right experience, capabilities and personal drive required to succeed and help our customers realize their full maintenance potential.

In case you are interested in building your career at our organization, please send your curriculum vitae to: Lindokuhle.ndwandwe@quantservice.com

Read more:
www.quantservice.com/careers

QUANT™