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## JOB DESCRIPTION

**Job Title:** Sales Specialist

**Job Level:** Junior level

**Department:** Marketing, Promotion and sales

**Position Type:** Full-time

**Job Location:** Hybrid

**Reports To:** Marketing, Promotion specialist

**Supervisory Responsibilities:** Aggregator and Agent

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### Job Summary:

As a Sales Specialist at PayCare Limited, you will be instrumental in driving the company's revenue growth by identifying, acquiring, and building strong relationships with potential customers. You will focus on selling PayCare's cutting-edge fintech solutions, helping clients leverage financial technologies to streamline their operations and enhance their financial management. The role is vital in contributing to PayCare's overall sales strategy and helping the company achieve its ambitious growth targets. As a key representative of PayCare, you will educate prospects on product features and benefits, close deals, and contribute to the company's mission of revolutionizing the fintech space.

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### Job Focus:

The Sales Specialist will focus on identifying and targeting new business opportunities, building strong relationships with potential clients, and effectively communicating the value of PayCare's fintech solutions. You will work closely with the marketing and product teams to develop and implement strategic sales approaches, address client needs, and position PayCare as the go-to solution for their financial technology requirements. Your day-to-day responsibilities will involve prospecting, qualifying leads, giving product demos, negotiating deals, and closing sales, with a focus on meeting or exceeding sales targets. You will also collect valuable feedback from customers to help inform product development and enhance future sales efforts.

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### Job Duties and Responsibilities:

- Actively identify and engage new prospects through cold calling, networking, and other lead-generation activities.
- Build and maintain strong, long-lasting relationships with new and existing clients by understanding their unique business needs.
- Present and demonstrate PayCare's fintech products and solutions to potential clients, tailoring the message to the client's industry and business.

- Collaborate with internal teams (marketing, product, and customer support) to provide seamless client onboarding and ensure client satisfaction.
- Prepare and present sales proposals and contracts, negotiate terms, and close deals that align with PayCare's revenue objectives.
- Maintain a detailed understanding of PayCare's product features, benefits, and industry trends to communicate value to prospects.
- Manage the entire sales cycle from prospecting to closing, ensuring a positive customer experience throughout.
- Achieve or exceed monthly and quarterly sales targets by following an organized and strategic sales approach.
- Participate in trade shows, webinars, and other sales and marketing events to promote PayCare's solutions.
- Provide feedback from customers to product teams to improve PayCare's offerings based on market demands.

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#### Expected Outcomes:

- Achieve 99% of assigned sales quota in the first **6 months**.
- Increase the customer base by **75%** within the first **year**.
- Ensure a **90%** customer satisfaction rate throughout the sales cycle and client onboarding process.
- Deliver at least **15 qualified leads** per week and convert **75%** of these into paying customers.
- Contribute to the development of **5+ new sales strategies** based on customer insights and market trends.
- Maintain a CRM (Customer Relationship Management) tool with **99% data accuracy** for all client interactions.

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#### Required Knowledge:

- Strong understanding of fintech products, financial technology trends, and how they can be applied to solve customer challenges.
- Knowledge of B2B sales processes, including lead generation, qualification, negotiations, and closing deals.
- Familiarity with sales strategies specific to startups, particularly in the fast-paced fintech industry.
- Basic understanding of financial management tools and technologies.
- Proven track record of meeting or exceeding sales targets in a competitive environment.
- Experience with lead generation and customer acquisition, including cold calling and networking.
- Hands-on experience in managing customer relationships and resolving client concerns.
- Strong understanding of customer lifecycle management and retention strategies.
- Ability to analyze sales data and performance metrics to refine strategies and drive growth.

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#### Education:

- **HND or Bachelor's Degree:** Preferred in Business Administration, Marketing, Finance, or a related field.
  - **Certifications (Optional):** Sales-related certifications, such as Certified Professional Salesperson (CPSP), are an added advantage.
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## **Required Competencies (Skills and Abilities):**

### **Technical Skills:**

- Proficiency in using CRM tools (e.g., Salesforce, HubSpot) to track and manage customer relationships.
- Ability to understand technical product features and explain their benefits to non-technical clients.

### **Technologies/Software:**

- Experience using sales automation tools, such as LinkedIn Sales Navigator or Outreach.
- Proficiency in Microsoft Office (Excel, PowerPoint) and Google Workspace for reporting and presentations.

### **Methodologies:**

- Strong knowledge of consultative selling techniques and solution-based selling.
- Experience with the full sales lifecycle, from prospecting to deal closure.

### **Development Tools and Platforms:**

- Familiarity with cloud-based sales tools and software solutions.

### **Databases and Data Management:**

- Basic knowledge of customer segmentation, targeting, and using data-driven insights to improve sales strategies.
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## **Behavioral Competencies:**

- Excellent verbal and written communication skills to engage effectively with clients and stakeholders.
  - Strong negotiation skills to close deals and secure favorable outcomes.
  - Ability to build rapport with customers and establish long-term relationships.
  - Flexibility to adapt to changing market dynamics and customer needs.
  - Resilience to handle rejection and stay focused on achieving sales goals.
  - Strong ability to prioritize tasks, manage time effectively, and meet deadlines.
  - Commitment to understanding and addressing customer needs with tailored solutions.
  - Ability to think strategically about market opportunities and long-term customer value.
  - A results-driven mindset with a focus on achieving and exceeding sales objectives.
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## **What is Your Salary Expectation?**

Please state your salary expectations in figures:

1. \_\_\_\_\_ Per Annum
  2. \_\_\_\_\_ Per Month
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## **Apply Now:**

**Apply Now:**

To apply, click the Link: <https://paycaretech.world/application-form>

Thank you for your interest in PayCare, and good luck!

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