

Job Title: Independent Sales Agents

Reporting Structure: Reports to the Operations Manager

Salary Band: Commissions only

Main Objectives:

To meet set company objectives within the following areas:

- Finance (Sales targets)
- Customer (Market position, industry coverage, customer service)
- Process (Marketing & promotion, solutions design, sales delivery)
- Growth (Market research, ETD knowledge)

Broad outline of roles and responsibilities

1. To discover training opportunities, generate leads & create training sales pipelines.
2. To diagnose client productivity problems, identify provider accreditation requirements, challenges and career path for trainers using the provided frameworks as a guide.
3. To design contextual learning solutions for clients & trainer career paths.
4. To develop government tenders and training proposals; draft and conclude client contracts.

This is an flexi time position, requires own vehicle use for daily client visits, professionally representing the company, commitment to meeting targets, reporting to management on a weekly basis and achieving monthly results.

Career opportunities: Significantly increasing commissionable earnings.

Further requirements

1. Education, training & development background experience & knowledge
2. Track record of achieving results
3. Good computer literacy and administration skills
4. Ability to work under pressure
5. Good communication and interpersonal skills
6. A fast learner

Please note that past experience is a requirement of this position

Send a brief (3 page) CV to ipdhr@peopledev.co.za