



Training Sales Executive (Middelburg/Witbank)

Impact SHERQ is a professional service provider who offers potential candidates the opportunity to market our Quality, Environmental and Occupational Health and Safety Services.

We are committed to conducting our business in an ETHICAL manner, powered by GRACE, and support company values of HONESTY, INTEGRITY, RESPECT and ACCOUNTABILITY. Given the industry in which we operate, we view ourselves as somewhat of a role model, and strive to uphold the highest standards of ethical conduct necessary for EXCELLENCE.

We are looking for an enthusiastic sales executive person to join our team.

Job Specification

Main Responsibilities

- Contribute to the development of Impact SHERQ's sales activities specific for Quality Management, Environmental Management as well as Occupational Health and Safety training courses, legal compliance and ISO implementation in the Mpumalanga region.
- Contact clients in order to introduce training and ISO implementation services
- Generate relevant training and ISO implementation quotations
- Plan and coordinate public and in-house training. This will include course planning, course announcement, delegate registration and payment follow up
- Arrange course material and venues
- Prepare and dispatch training certificates
- Submitting of tenders for training and ISO implementation
- Responds to customer/client inquiries, suggestions, complaints and other details, by phone and email
- Suggests and implements a closing business strategy relative to sales
- Regularly follows up on inbound leads and sales inquiries

Key Skills

- Drivers Licence Required
- Ability to work independently and systematically
- Strong communication skills
- Ability to generate reports and analyse information
- Ambitious and driven personality with hunger for success
- Be a brand ambassador that represents the company values
- Identifying target markets and strong networking skills



- Excellent telephone skills, presentation and negotiation skills
- Must be target driven, team player and cooperative
- Customer service oriented
- Pragmatic and entrepreneurial approach, hard worker and continuous learner
- Ability to learn and adapt to needs and changes quickly

Minimum Requirements

- Degree in marketing, sales, Business Administration would be an advantage
- Minimum of 3-5 years sales experience
- Related experience in Mining, manufacturing and production sectors would be ideal.
- Must have worked in a target driven environment

This list is not exhaustive and is subject to change.

Location: Mpumalanga (Middelburg /Witbank)

Email info@impactsherq.com or dandre@impactsherq.com if you would like to be considered for this opportunity.

