

**Internal/External Vacancy Advert**

**Date of advertisement: 04 November 2021**

**About us:**

Our commitment to our stakeholders is to be the best and most successful IT distributor in our region. We strive towards this goal by being the most valued channel for our partners and by contributing to the growth and profitability of our shareholders, staff, vendors, channel partners and their customers.

**Axiz is an equal opportunity employer and this position will be filled in accordance with our current Employment Equity practices.**

**Job Specification:**

<b>Position:</b>	Internal Account Manager	<b>Location:</b>	Gauteng
<b>Company:</b>	Axiz	<b>Department:</b>	Channel Sales Managed
<b>Employment Type:</b>	Permanent	<b>Reporting to:</b>	Sales Support Manager

**Purpose of the position:**

Promote the sale of all Axiz's products and services portfolio, effectively and efficiently to reseller channel.

**Key Responsibilities:**

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| <ul style="list-style-type: none"> <li>• Drive sales to meet individual and team targets monthly, quarterly and annual gross profit target;</li> <li>• Quote and provide accurate pricing and product information to customers within SLA timeframes;</li> <li>• Support customers and team members as and when required, with their associated database of clients (telephonic, order placing, quoting, delivery, POD's, queries, payments, information etc.);</li> <li>• Maintain excellent customer relationships;</li> </ul> | <ul style="list-style-type: none"> <li>• Backorder follow-up and executing of queries including offering alternative in-stock items (cross and upselling);</li> <li>• Understand, engage and develop skills in company procedures, processes and back office management;</li> <li>• Update CRM / Tools to ensure customer detail accuracy and allow for proactive marketing;</li> <li>• Manage the sourcing and delivery of products to the customer.</li> </ul> |
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**Job Requirements:**

<b>Education &amp; Experience:</b>	<ul style="list-style-type: none"> <li>• Matric/Grade 12 with Exemption (preferred);</li> <li>• Minimum 2 years sales experience in IT industry (essential);</li> <li>• Call Center environment experience;</li> <li>• Sales and/or marketing qualification (optional).</li> </ul>
<b>Technical Competencies:</b>	<ul style="list-style-type: none"> <li>• MS Office (Advanced) and MS Excel essential;</li> <li>• Stock Management on ERP system will be an advantage;</li> <li>• CRM explorer and Crystal reporting will be an advantage.</li> <li>• Numeric Skills (essential)</li> <li>• Strong Admin Skills</li> </ul>
<b>Behavioural Competencies:</b>	<ul style="list-style-type: none"> <li>• Team player and Good stress tolerance;</li> <li>• Positive attitude;</li> <li>• Good verbal and written communication skills and customer service orientated.</li> </ul>

**Application Process:**

**Contact Person:** The Recruitment Team

**Telephone Number:** 011 237 7000

**E-mail address:** [careers@axiz.com](mailto:careers@axiz.com)

**Closing Date:** 11 November 2021

**The company is under no obligation to fill this position and should you not have had any feedback within 2 weeks after the closing date, you may consider your application unsuccessful.**