

JOB TITLE	Sales Intern		REPORTS TO	Sales Manager
INTRODUCTION	<p>Do you have a passion for selling? A fast learner with excellent communication skills and a knack for business? Then we want you! productONE is a small South African based business specializing in the provision of IT solutions to product development and manufacturing companies. Our solutions are largely supplied by our American partner, PTC, a world leader in Product Lifecycle Management (PLM) and Industrial Internet of Things (IIoT) solutions as well as Augmented Reality.</p> <p>With over 25 years industry experience, productONE has built an impressive customer base including industry giants such as Transnet, Denel and Bell Equipment. We pride ourselves in partnering with local businesses to help them elevate not only themselves, but the African continent to greater heights. To this end, we introduced our Massive Transformative Purpose of Making African Products Great. If you want to be a part of the transformation, simply apply for our Sales Intern position!</p>			
JOB PROSPECTS	<p>Understudy Senior Sales Reps with an opportunity to;</p> <ol style="list-style-type: none"> 1. Gain invaluable practical and theoretical knowledge in Solution Selling and practical sales business 2. Earn Commission 3. Permanent position in Sales in productONE subject to performance and business requirements 			
INTERNSHIP OFFERING	<ol style="list-style-type: none"> 1. Structured work experience supervised by a professional in the field 2. Safe environment to develop professional skills 3. Opportunity to grow professional network 			
JOB PURPOSE	<ol style="list-style-type: none"> 1. Support Senior / Enterprise Sales Reps with sales related tasks 2. Service and maintain relationships with existing small customer base to ensure maximum retention and identifying potential additional business opportunities thereof while reducing the cost of managing small business and increasing potential revenue. 			

<p>KEY RESPONSIBILITES</p>	<p>Account Management</p> <ul style="list-style-type: none"> ○ Ensuring timeous renewal of support maintenance ○ Establish and maintain customer relationship in a professional and corporate manner thereby ensuring that the P1 brand image is enhanced in the industry ○ Manage all customer enquiries through phone calls and emails ○ Manage all customer issues and resolve all complaints effectively ○ Winning back lost customers and rebuilding the relationship thereof <p>Sales</p> <ul style="list-style-type: none"> ○ Sell software to new small businesses ○ Identify and generate new opportunities with existing customers <p>Administration</p> <ul style="list-style-type: none"> ○ Logging customer Activities and Opportunities ○ Provide reports at the frequency and at the required level as may be agreed and requested from time to time. <p>Adhoc</p> <p>In conjunction with Marketing Department, carry out and drive marketing and sales campaigns</p>		
<p>SALARY RANGE CTC</p>	<ul style="list-style-type: none"> • Negotiable – Stipend and Commission when contributing to Sales 		
<p>MINIMUM REQUIREMENTS</p>	<ol style="list-style-type: none"> 1. Demonstrated passion for and interest in Sales. 2. 3-year Business or Industrial Engineering degree with some subjects in IT (ability to apply demonstrated) 3. Must be fluent in English with excellent communication skills (written & verbal, including telephone skills) and the ability to communicate effectively across all organisational levels. 4. Computer literate 5. Technology or software interest is an added advantage 6. Ability to make own travel arrangements for business as and when required 	<p>PERSONAL AND BEHAVIOURAL COMPETENCIES</p>	<ul style="list-style-type: none"> • A Value system that aligns to that of the company and includes: <ul style="list-style-type: none"> ○ Openness and integrity ○ Boldness ○ Ownership ○ Excellence ○ Resilience • Self Confidence and the Ability to initiate and build professional business relationships • Ability to spot business opportunities while keeping details and practicalities in mind. Problem Solving • Logical thinker who is able to accommodate people’s feeling in the selling process • Responsive and Action oriented: Time Management, Self-Motivated, Disciplined, Hard Worker, Methodical and Systemic, Target and goal oriented • Quick Learner: ability to grasp fairly complex concepts
<p>KEY PERFORMANCE AREAS</p>	<ul style="list-style-type: none"> • Meeting support renewal rates • Software Quota • Activity Metrics • Salesforce data Administration 		