

## **IT Commission Selling at MicroLAN Solution Ltd.**

We are looking for self-motivated, persuasive and competitive individual for sales positions

### **Scope of Work:**

Prospecting, arranging presentation meetings and follow to close a sale and Post sales support

### **Responsibilities**

The role entails significant interaction with clients, both face-to-face or over the telephone. Tasks are varied and include:

- understanding customers' diverse, specific business needs and applying product knowledge to meet those needs
- cold-calling in order to create interest in products and services, generate new business leads and arrange meetings
- identifying and developing new business through networking, courtesy and follow-up calls
- arranging for customer presentations and demonstrations of the software by Technical team
- marketing and promoting a portfolio of products by writing and designing sales literature and attending industry events
- maintaining awareness and keeping abreast of constantly changing service offered
- developing effective sales plans using sales methodology
- meeting sales targets set by managers and contributing to team targets
- networking with existing customers in order to maintain links and promote additional products and upgrades
- contributing to team or progress meetings to update and inform colleagues.

**Remuneration-** This is a commission based

### **Qualifications**

Open to all graduates, a degree or HND in one of the following subjects may be particularly useful:

- business information systems/technology
- business management
- computer science/software engineering/computer engineering
- mathematics or physics.

**Skills-** You will need to show evidence of the following:

- self-motivation and a competitive, results-driven attitude
- passion, dedication and focus
- a good level of technical understanding with enthusiasm for new technology and its commercial uses
- stamina, resilience and the ability to work well under pressure
- articulate and confident presentation skills and a professional telephone manner
- time-management skills and the ability to prioritise your workload
- persuasive and influential verbal communication skills and a strong team spirit

### **Work experience**

Any sales experience, including working in a call centre or telemarketing role

Evidence of exceeding sales targets and the ability to build successful customer relationships in previous roles will be an added advantage.

If Interested please apply by sending your letter of application and CV to the following email address [jobs@microlansolutions.com](mailto:jobs@microlansolutions.com) Only successful applications will be acknowledged.