

Product Specialist- Corporate

The Product Specialist will be customer facing, where the successful incumbent will be responsible for maximizing our sales by retaining and growing the market of an international, world class financial software product. You will be responsible for crafting the Corporate Market sales plans and conducting demos to customers. This all be underpinned with financial and technical knowledge of the CaseWare product suite.



Job Title

Product Specialist-Corporate

Reason for Vacancy

New

Reporting to:

Team Leader- Corporate Markets



Main purpose of this position

The Product Specialist will be responsible for maximizing our sales by retaining and growing the market of an international, world class financial software product. You will be responsible for crafting the Corporate Market sales plans and conducting demos to customers. This all be underpinned with financial and technical knowledge of the CaseWare product suite.

Key Deliverables and Weighting

- Achieve growth, hit sales targets and manage your pipeline effectively.
- Develop and maintain excellent product knowledge to ensure our products are well represented in the market.
- Develop and grow strategic relationships with the customer so that they have the best possible customer experience.
- Use analytical insights to identify opportunities, and problems. Dive deep to understand root cause, or potential of opportunity. Implement strategic and tactical sales plans accordingly.
- Maintain sales volume and product mix by keeping current with demand, changing trends, economic indicators, and competitors.
- Work closely with marketing to ensure marketing campaigns support the sales plan.

For more information, or if you have any questions, please contact: Mandy Barret mandy.barret@adaptit.co.za | 0832811419

- Adopt the CaseWare Africa sales methodology, attend sales meetings to report on progress against sales plans, log every interaction on Salesforce.com and prepare sales feedback reports as required.



Technical Knowledge, Skills and Abilities

- Excellent track record in solution sales and achieving targets consistently.
- Problem solving skills and ability to deal with potentially difficult customers.
- Excellent track record of effective sales planning, accurate forecasting, disciplined execution, and achievement of sales goals.
- Mature individual with high level of emotional intelligence.
- Good computer literacy in general and in particular with CRM systems.
- Good relationship building skill.



Behavioral / Soft Competencies, Skills and Abilities

- Positive attitude
- Excellent verbal and written communication skills
- Travel within South Africa as required
- High level of professionalism
- Well-developed problem solving skills
- Excellent negotiation and closing skills
- Self-starter who is highly motivated
- Proven ability to excel under pressure in a very busy environment
- Ability to multi-task and work across multiple projects
- Healthy level of self confidence



Computer skills And knowledge

- Good computer literacy Experience in working with a CRM system (Salesforce.com an advantage)
- Accounting background an advantage

Details of Experience:

Essential requirements:

- At least 3-5 years sales customer facing experience in a high-volume environment.

Desirable requirements:

- Accounting software experience

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Education and Qualification

- | | |
|-------------------------|--|
| Essential requirements: | <ul style="list-style-type: none">• Completed Matric, Degree |
| Desirable requirements: | <ul style="list-style-type: none">• Formal sales training |

Working Environment & Travel

Extremely fast paced office environment with a great deal of teamwork. CaseWare Africa is very cool place to work with a flexible working environment and where innovation is encouraged.

Working Hours

8:00am to 17:00pm. Overtime required when necessary and coordinated within teams.

What will make the incumbent successful in this role?

An individual with a passion for software development and strong technical skills. The ideal candidate must be self-motivated, have strong interpersonal skills and be a collaborative team player.

Equity Statement

We are committed to employment equity in our recruitment process. It is our company policy to promote within where ever possible. Therefore, priority will be given to our internal applicants if this enables us to achieve our Equity goals.