




S U R E S W I P E

JOB SPECIFICATION

Business Acquisition Manager (BAM)



Sureswipe is disrupting the payment industry making card acceptance easy and accessible to all independents retailers. We are a results driven organisation where high performance is acknowledged and rewarded. An entrepreneurial and self-learning mind-set is encouraged and individuals who take the initiative are recognised and appreciated.

At Sureswipe we do things differently because we know that no two businesses are alike and in order to stand out we need to offer a consistent experience and tangible value. Our vision is to become the favourite payments service provider to all independent retailers across South Africa. Why? Because they work so hard at building and growing a business, that they shouldn't have to work hard at getting paid. To deliver our consistent client care means that we are passionate about our people. Investing in those who take the initiative and who understand and are acceptable to the changing dynamics of a business. If you're a determined self-starter with a curious and pro-active nature then Sureswipe is a fit for you.

Our organisational atmosphere is fast paced and energetic albeit sometimes a little noisy. We have a start-up culture and often have fun. Our team is passionate about client experience and are determined to make a difference in the lives of independent retailers by helping their business grow and succeed. In short we burn for independent retailers.

At Sureswipe we believe that together we can do better business!

Being the game changers in the industry has awarded us:

A Topco, Top Performer Finalist in the Fastest Growth category, and Winner of The Fast Track Performer for having met or exceeded the criteria as one of South Africa's Top Performing Companies as a result of sustained excellence in financial performance in 2010 & 2011.

A Deloitte's best company to work for top 10 award for two consecutive years in 2010 & 2011.

Best payment deployment in Africa for our Sureswipe Move, mPOS payment offering in 2015



Sureswipe complies with all the South African Reserve Bank and Payment Association of South Africa, regulations.

ROLE DESCRIPTION

PURPOSE OF THE ROLE

BAM's are responsible for generating leads and meeting sales goals. Duties will include :

- Exceed sales targets
- Grow Sureswipe's client base
- Provide reporting and feedback on sales activities, pipeline and pending deals
- Actively canvass and prospect all potential clients in the SMME market
- Identify the needs of potential clients and see how Sureswipe can make a difference in their business lives
- Have value driven discussions with potential clients i.e. sell value not price
- Drive collection of the final contract and FICA documentation
- Plan and organise daily activities – ensure a daily discipline is in place
- Negotiate with each client in line with what is right for the Sureswipe business
- Exceed and maintain sales targets
- Drive referral business from client base
- Update and maintain Sales Force Dot Com , Sureswipe sales management tool
- Provide regular feedback to management on sales activities, pipelines and deals
- Collect and collate market information

SKILLS

- Excellent communication skills (verbal & written)
- Excellent customer relationship skills
- Attention to detail
- Can do attitude approach to sales i.e. open and positive attitude
- Target driven
- Excellent lead generation skills (or network)
- Administration skills
- Planning and organisational skills
- Hard work ethic

WORK EXPERIENCE

1. 2 years sales experience in the banking merchant services market OR
2. 3 years' experience in the face to face (cold calling) sales environment
3. Proven track record of success is key!

QUALIFICATION

**MINIMUM
MATRIC**

**PREFERENCE WILL BE GIVEN TO:
CANDIDATES WITH TERTIARY SALES QUALIFICATIONS**

LONG TERM POTENTIAL OF THE CANDIDATE

Growth opportunities at Sureswipe are wide and varied. We are a dynamic and growing company that rewards great performance with not only the standard progression (take-my-boss'-job) path, but also offers exciting opportunities in group companies to those wishing to expand their horizons.

REFERENCE REQUIREMENTS

External applicants must supply 3 current references (minimum 1 written) at the time of interview

