



**Account Executive- Johannesburg**

Purpose	Provide leadership and strategic direction to realise commercial and relationship success in our Managed Services client base in Johannesburg.	
Level		
Key Performance Areas	<ol style="list-style-type: none"> <li>1. Strategy development and execution</li> <li>2. Sales performance against targets</li> <li>3. Client commercial oversight, management and approval</li> <li>4. Client retention, relationships and experience</li> <li>5. Client profitability growth</li> <li>6. Client negotiations, escalations and interventions</li> </ol>	
Minimum Qualifications and Experience	<p>Minimum:            Relevant technical qualification and exposure            IT operations or IT management experience            Proven sales track experience <u>or</u> sales awareness            Solution building experience <u>or</u> awareness</p> <p>Beneficial:            Business management qualification            Experience with strategic planning or strategy execution            Account Management experience within I.T. Managed Services</p>	
Competencies and Skills	<p>Skills</p> <ul style="list-style-type: none"> <li>Customer orientation</li> <li>Problem-solving</li> <li>Emotional intelligence</li> <li>Communication</li> <li>Interpersonal</li> </ul>	<p>Competencies</p> <ul style="list-style-type: none"> <li>Budget management</li> <li>Client negotiation</li> <li>People management</li> <li>Commercially savvy</li> <li>Sales</li> </ul>