



Executive Client Services Role - Inspire, Lead, and Drive Success at Netsurit

We're not just an IT Managed Security Services Provider; we're global supporters of people's dreams. As part of our continued growth, we're seeking a dynamic Client Services Executive to join our Executive Committee in Johannesburg, South Africa.

In this role, you will stand at the forefront, leading a team of Account Executives, driving customer success, and playing a pivotal role in our South African operations. You'll have the chance to make an impact, guiding the company's strategic direction, fostering long-lasting relationships, and shaping the future of our services. We're looking for a leader with at least 10 years' experience in the services sector.

As our Client Services Executive, you will:

- *Engage and Inspire* - Build relationships with clients, resolving their queries, and ensuring their success.
- *Lead with Impact* - Oversee our Account Executives in Johannesburg, nurturing top talent, and guiding their professional growth.
- *Drive Business Growth* - Lead strategic sales and client retention initiatives, driving revenue growth and meeting business targets.
- *Steer Financial Strategy* - Oversee budget planning and financial performance, ensuring business sustainability.
- *Shape Service Delivery* - Set service delivery standards and ensure that Netsurit consistently meets and exceeds client expectations.

We are looking for someone with:

- Proven leadership skills, with a track record of leading teams to success.
- Strong financial acumen, with experience in strategic planning and budget management.
- Solid sales expertise, with a strong understanding of negotiations and pricing.
- Resourceful and strategic thinking, able to manage multiple high-priority initiatives.
- A Business Degree or related qualification.
- Experience in MSP or IT sector is advantageous.

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Johannesburg: Building 22B
Woodlands Office Park,
Woodmead, Johannesburg, 1291
+ 27 11 555 7000

SA:
Cape Town: Building 17-101,
The Waverley Business Park,
Wyecroft Rd, Mowbray, 7925
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USA:
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New Jersey: 30 Boright Ave,
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Exco Members: Orrin Klopper (CEO), Brian Cooper (Group MD), Henry Swanepoel (CFO), Louis de Klerk (CIO), Eugene Perumal (MD – Netsurit SA), John Iaccarino (MD – Netsurit NJ), Andrew Cohen (MD – Netsurit Automate), Louwki Coetsee (Group VP – Sales & Client Value), Shaun Davis (CSO), Hud Krause (Executive - Professional Services), Nicolas Hocquet (Executive - Managed Services), Barbi Goldblatt (Executive – Cape Town Region), Dewaldt Du Plessis (Account Executive), Sharon-Lee Bloem (Professional Services Manager), Steven Grobler (Director of Technical Services – NY), Riaan Davis (Executive – Technology, Partnerships), Sarika Thakor (HR Manager)

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NETSURIT

This is an opportunity to lead in a company that puts people first, where your input will help shape our business, support the dreams of our doers, and make a difference.

Join us and lead Netsurit into its next chapter of success!

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