



Account Executive – Cape Town

Netsurit offers managed IT services and consulting for a wide range of clients globally. Our head office is in Johannesburg, we have offices in the US (New York & New Jersey) and offices in Cape Town and Durban. This geographic diversity allows us to offer true 24/7 support and other Managed IT Services to our clients.

While the best award we can receive is the loyalty of our clients and staff, Netsurit has been consistently recognised as a leader in the managed IT services industry. Netsurit have been ranked annually in the MSP 501 survey since 2009, we are also one of the leading Dell partners in South Africa and a Microsoft Gold Partner.

We are currently looking for an Account Executive to join our Cape Town team.

Check out our Website: <https://www.netsurit.com>

Job description

Netsurit CT is looking to recruit a **Account Executive**. This person will report to the Cape Town Regional Executive and will be experienced and motivated to manage and grow an existing base of clients, as well as bring in new client leads. You will be primarily tasked in delivering on agreed-upon business growth values in relation to the overall company growth targets. The small to medium market, which deals with corporate business, will be the main focus. This necessitates a proven track record of effective sales engagements with prospective customers at all levels, as well as client engagements with Netsurit SA (SLA), both from a new business development and management perspective.

Roles and Responsibilities

- Required to function as a single point of contact for all relationship management, contractual, and financial aspects of general account management activities
- Establish and sustain solid, long-term client relationships with key accounts, customer stakeholders, and executive sponsors as trusted advisors
- Open communication and teamwork with internal Netsurit departments, pre-sales, and business support units.
- Ensure that our solutions are delivered on time and to the satisfaction of our customers.
- Key account metrics should be forecasted and tracked (e.g. yearly sales results and annual forecasts)
- Prepare monthly account reports, status reports as well as any sales solution reports required
- Maintaining department strategies that align with business strategies

SA:
Johannesburg: International Business Gateway C/O New Road and, 6th Rd, Midrand, 1685
+ 27 11 555 7000

SA:
Cape Town: Building 17-101, The Waverley Business Park, Wycroft Rd, Mowbray, 7925
+ 27 21 404 3600

USA:
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E : info@netsurit.com | Reg No.: 2000/016546/07 | VAT 4330163504

Exco Members: Orrin Klopper (CEO), Brian Cooper (Group MD), Henry Swanepoel (CFO), Louis de Klerk (CIO), Eugene Perumal (MD – Netsurit SA), Dean Lentz (MD – Netsurit NY), 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)

One together. [netsurit.com](https://www.netsurit.com)

**Desired Skills and Experience**

- Experience as a seasoned farmer
- Appropriate problem-solving abilities to assist in the resolution of customer complaints or requests
- At all levels of the organization, including executive and C-level positions, demonstrated capacity to communicate, present, and influence in a credible and successful manner.
- Proven ability to manage many account management tasks simultaneously while keeping a high level of attention to detail, excellent listening, negotiation, and presenting skills
- Time Management skills coupled with self management is essential
- From an operational perspective, you are able to perform the service level management function of ITIL's standardization.
- Manage your sales pipeline with the experience and ability to provide accurate sales forecasts
- Delivering client-focused solutions based on customer demands through solution selling.

Competencies:

- Analytical Thinking
- Accountability is key
- Excellent verbal and written communication skills
- Have excellent people skills and intuitive to customer's business need
- The ability to work independently and within a team
- Attention to detail
- IT Thought Leadership

Required (non-negotiable):

- Matric
- Post Graduate Degree or Diploma
- Solution sales skills and experience within the Microsoft Suite (Azure, O365, Licensing etc)
- Microsoft role based certification as beneficial
- Minimum 5 years experience in the ICT industry
- Minimum 3 years account management experience providing IT services to clients
- Must have experience in Proposal creation and solution selling
- Track record of having achieved sales targets as an Account Executive and New business salesperson

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