



## Senior 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 a Senior 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 **Senior 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 major enterprise 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. You will also assist with general sales operations and administrative responsibilities in conjunction with other account executives and team members.

### 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.
- Assist with general sales operations and administrative responsibilities in conjunction with other account executives and team members.
- 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
- Assist with procurement, debt management, invoicing and administrative functions
- As needed, assist with difficult client requests or issue escalations.

**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:**  
**New York:** 224 West 30<sup>th</sup> Street, Suite 1008, New York NY10001  
+ 1888 625 4726

**USA:**  
**New Jersey:** 30 Boright Ave, Kenilworth, United States NJ07033  
+ 1201 512 1777

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)

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- Assisting with the creation of and maintaining department strategies that align with business strategies
- Help develop initiatives to increase customer satisfaction and retention in conjunction with Netsurit land and expand model

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