

## JOB SPECIFICATION

### BUSINESS ACQUISITION MANAGER

Based in JHB / CPT / KZN

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.

### PURPOSE OF THE ROLE

- Exceed sales targets
- Grow Sureswipe's client base
- Build and maintain a healthy pipeline of clients
- Ensure management is regularly updated on sales activities, pipeline and pending deals
- Add value to the Sureswipe team with feedback and market related information

### EXPERIENCE

- 2 years sales experience in the banking merchant services market OR
- 3 years' experience in the sales environment
- Proven track record of success is key!

### QUALIFICATIONS

- Matric
- Preference will be given to candidates with tertiary education

To apply, please send your updated CV to [careers@sureswipe.co.za](mailto:careers@sureswipe.co.za)

## SKILLS

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- Proven understanding and application of Micro Soft Office
- Excellent communication skills both written and verbal
- Excellent customer relationship skills
- Administration skills
- Planning and organisational skills
- Attention to detail
- Can do attitude approach to sales i.e. open and positive attitude
- Hard work ethic

## ROLE DESCRIPTION

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- 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

## LONG TERM POTENTIAL OF THE CANDIDATE

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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 REQUIREMENT

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External applicants must supply 2 current references (minimum 1 written) at the time of interview.

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