

# JOB SPECIFICATION

## BUSINESS GENERATOR

Based in JHB

Sureswipe is disrupting the payment industry making card acceptance easy and accessible to all independent 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

The Sales Lead Generation Specialist is responsible for prospecting, qualifying and generating new sales leads to support the Regional Sales Managers. This individual will be a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospect lists, discovery and individual research. A dynamic personality with a drive to reach decision makers is essential!

### EXPERIENCE

- 1-3 years telemarketing and/or inside sales experience.

### QUALIFICATIONS

- Post Matric qualification in Business, Communications or related field

### SKILLS

- Demonstrated ability to meet and/or exceed determined sales and activity quotas.
- A proven track record of strong client relationships.
- Excellent client service skills.
- Excellent written and verbal communication skills.
- Proficient in MS Office products (Excel, Word, MS Outlook, MS PowerPoint)
- Experience with Salesforce or another CRM Software preferred.

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

## ROLE DESCRIPTION

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- Develop new business via telephone and mass communication such as email and social media to introduce Sureswipe and identify appropriate buyers within the target market.
- Follow up on leads and conduct research to identify potential prospects.
- Identify key buying influencers within these prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel.
- Work with the Regional Sales Managers and GM: New Business Development to develop and grow the sales pipeline to consistently meet quarterly revenue goals.
- Manage data for new and prospective clients in Salesforce.com, ensuring all communications are logged, information is accurate and documents are attached.
- Prepare and analyze sales pipeline reports and dashboards.

## 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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