

Sales (Technically Inclined)

JobGSA-013-18

GeoSUN Africa, based in Stellenbosch, specialise in solar resource related services and products. GeoSUN deals with clients involved with large solar projects (developers, construction companies, operation and maintenance companies, owners, funders, etc.) in various phases of such projects. Projects are based in South Africa as well as the rest of Africa – recently GeoSUN has expanded its service offering globally.

GeoSUN has an opportunity for a technically inclined sales person to join the team, the position will include some marketing aspects.

Salary Range: R 10 000 – R 15 000 per month (CTC) as a base salary as well as commission earned from sales.

Start date: As soon as possible (position is already available).

Job Description:

The sales person will be responsible for driving the sales of the company, working closely with and reporting to the MD. This is mainly an office based position and will entail overseeing the initial part of a project from contacting the client, liaising with the technical team (if required), quoting, making the sale, obtaining a PO and hand over to the technical team for execution. GeoSUN has a partnership with a European company and are a reseller of their products. This position will also entail maintaining good relationship with them as well as other suppliers.

Along with sales there will be a marketing aspect which will boost sales if executed well. The person will be required to organise (and attend) exhibition booths: typically two South African and two international events per year. Apart from these events, this position will require little additional travel.

Duties and responsibilities

Sales:

- Pro-active sale of company products and services to existing and new clients (re-occurring B2B sales makes up a large part of the annual sales figures).
- Maintaining good and professional communication and relationship with existing and prospective clients.
- Liaising with GeoSUN's European partners and re-selling of their products.
- Identifying tenders and other business opportunities.
- Building quotes, SLA's and compiling tenders.
- Liaising with the technical team.

Marketing:

- Identifying and applying for relevant exhibitions and conferences.
- Organising speaking opportunity for MD at exhibitions or conferences.
- Manning exhibition booths (typically along with the MD) and speaking to clients, building relationship and selling our services.
- Maintaining website (limited updates required) and marketing material.



Minimum requirements:

- At least 2 years relevant work experience in sales.
- Good English proficiency.
- Valid Driver's License.
- South African Citizen.
- Non-smoker.
- Technically inclined.

The following will be beneficial but not a requirement:

- Relevant degree or diploma.
- Understand Afrikaans.

Applications without the following information will be rejected:

- Filled in Applicant Summary (see next page).
- Detailed CV and photo.
- Academic records (ideally including high school results).
- At least two references (with main and alternative contact numbers and email address) – more than two references are preferred.
- Details on work experience (including holiday or casual work).

Who should not apply?

- Candidates that do not meet the minimum requirements.
- Candidates that cannot work independently and without supervision.

Who should apply for this position?

- Young sales minded people that are looking for a career change and join a small and energetic company that provides services in the fast expanding field of solar energy.
- Candidates that want to grow with the company as the company expands sales globally.
- People with an eagerness to learn and who are self-motivated.

Application procedure:

- Send the filled in "Applicant Summary" and all supporting documents to application@geosun.co.za with the following email subject: "**JobGSA-013-18**"
- If you do not hear from us regarding your application within four weeks of submitting your application, please consider your application as unsuccessful. We typically receive a large volume of applications and do not respond to each application individually.
- **Closing date:** we typically keep the application open until we find a suitable candidate. As long as this advert is on our website, the application is open.



Applicant Summary (JobGSA-013-18)

An application without this page will be rejected.

Full Names: _____

Date of Birth: _____

Driver's Licence (Y/N): _____

Do you have a car? (Y/N) _____

Highest Qualification: _____

Date studies commenced: _____

Date and month studies were completed: _____

Salary expectation: _____

Salary at current/previous employment: _____

Work experience (years): _____

Language proficiencies
(English, Afrikaans, Xhosa etc.) – specify level.

Technically inclined? (Y/N), please explain:

Skills learnt to date that will be beneficial to
this position:

Write a short motivation why you would be a
good candidate for this position:

Hobbies:

