



JOB SPECIFICATION

# Sales Professional

Fraxion Spend Management



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fraxion.biz

## About us

Fraxion provides spend management solutions to thousands of leading brands worldwide. With headquarters in Seattle and an office in Cape Town, Fraxion provides international support, sales and deployment services. We develop innovative cloud procure-to-pay solutions for the mid-market, driving digital transformation, business continuity and effective spend management.

We are raising the bar in our field through innovation and progressive technology.

## Job Title: Sales Professional

We are looking for a highly energetic and driven sales professional to work as part of a strategic sales team to sell enterprise software solutions to EMEA's leading companies.

**Date:** September 2020

**Region:** Cape Town, South Africa

**Closing date for applications:** TBD

## Broad outline of duties:

- New business development
- Accessing C-Level, Director and /or senior level contacts within customer accounts and target prospects
- Develop relationships with existing accounts to explore upsell opportunities and provide feedback to the business on unresolved issues.
- Generation of your own leads and pipeline from social media platforms such as Sales Navigator.
- Assist with lead generation via targeted outbound account prospecting and calling on marketing-generated/inbound leads.
- Provide accurate forecasts to the sales organization and management.
- Meet monthly and quarterly new meeting, lead qualification, opportunity conversion and closed won objectives.
- Demonstrate thorough knowledge of Fraxion's product line and value proposition.
- Co-ordinate with pre-sales team to host product demonstrations and guided tours for customers and prospects.
- Demonstrate clear understanding of Fraxion's sales processes and product and service value propositions.
- Support Head of Sales in working together to drive new business.
- When required, attend company sponsored events.

**Reporting to:** Head of Sales (EMEA)

**Education, training and experience requirements:**

<b>Computer skills</b>	MS Office, advanced Excel skills. Knowledge of ERPs and Financial Systems advantageous. LinkedIn, Sales Navigator, CRM system experience
<b>Level of numeracy</b>	Very high
<b>Level of communication skills</b>	Very high. Must be fluent in English
<b>Level of formal professional education or training</b>	Relevant tertiary education advantageous
<b>Level of experience in job advertised</b>	<p>Consistent track record for meeting and exceeding lead generation and sales objectives</p> <p>1-2 years software sales experience, preferably in the ERP space</p> <p>Experience calling into mid to large sized accounts at the executive level</p> <p>Proven track record with new account development</p> <p>Highly motivated professional with excellent interpersonal skills</p> <p>High level of energy, drive, enthusiasm, initiative, commitment and professionalism</p> <p>Self-starter with solid organisational and planning skills</p> <p>Working knowledge of HubSpot or a similar CRM system preferred</p> <p>Consistently meet or exceed account-based activity metrics</p>

**Other Requirements:**

<b>Motivation</b>	S/he has to be self-motivated and driven to set definite goals which s/he'll take appropriate steps to achieve.
<b>Initiative</b>	S/he must have the ability to use initiative to ensure customer satisfaction and retention.
<b>Interpersonal relations</b>	S/he must be able to associate with others and to appreciate/understand their views, needs and ideas.
<b>Assertiveness</b>	S/he must be able to stand firm regarding company policies, procedures and practices.
<b>Coping skills</b>	S/he must be able to cope with day-to-day problems and must be able to work under pressure.

<b>Communication/Impact</b>	S/he must be able to communicate professionally and project a positive corporate image at all times.
<b>Travel</b>	Less than 10% travel is expected
<b>Work from home</b>	May be required during pandemic
<b>Hours</b>	Must be flexible to work after hours occasionally when required

**Other Competencies:**

<b>Initiating action</b>	Taking prompt action to accomplish objectives; taking action to achieve goals beyond what is required; being pro-active
<b>Quality orientation</b>	Accomplishing tasks by considering all areas involved and showing concerns for all aspects of the job.
<b>Work standards</b>	Setting high standards of performance for self and others, assuming responsibility and accountability for successfully completing assignments or tasks.
<b>Follow up</b>	Ensuring that initiatives and suggestions gain sign-off and are then followed through to fruition by coordinating the necessary resources and driving these to completion.
<b>Managing work</b>	Effectively managing one's time and resources to ensure that work is completed efficiently.
<b>Adaptability</b>	Maintaining effectiveness when experiencing major changes in work tasks or the work environment, adjusting effectively within new work structures, processes, requirements or cultures.
<b>Customer focus</b>	Making customers and their needs a primary focus of one's actions, developing and sustaining productive customer relationships.
<b>Product knowledge</b>	In-depth knowledge of the company's risk service offering

Please forward all applications to: [lea@lynksa.com](mailto:lea@lynksa.com)

Should you not hear back from us in 2 weeks, please consider your application unsuccessful.