

# South Africa Jobs Expertini®

## Sales Executive

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Company: The Talent Barn

Location: Cape Town

Category: other-general

Join a leading SaaS scale-up that builds software, API's and integrations on top of WhatsApp in the chat commerce space.

### Role Overview

Be responsible for managing the complete sales cycle post lead generation and qualification, including: assistance on connect calls (assisting and working with an SDR where and if required), discovery calls (presentation and platform demo), commercials (proposals and quoting), negotiations, and closing of the sale.

### Requirements

Minimum of 2 years experience within a similar role for a SaaS software company

Proven experience in selling B2B software

Demonstrated track record and history of hitting targets

Experience working with various technologies

(Apollo, Hubspot, Meet Alfred, LinkedIn, Databox, CRM)

An extreme hunger to be successful and build a career

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