



Block 4, 150 Rivonia Road, Morningside, Johannesburg, 2057



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Nerdware is proud to be on the lookout for amazing talent to join our team!

### About Nerdware

Nerdware is an award winning Digital Full Service Agency focused on Technology, Strategy, Design, PR, Media and Content.

"We develop digital experiences that transform brands and grow businesses."

Our mission is to empower our clients with the ability to learn more about, understand better and interact more efficiently with your customers and stakeholders using our holistic, multi-channel marketing platform which is equipped with a range of powerful and integrated tools.

### About the role

Our company is on the hunt for a top-performing sales representative to crush goals and dominate the industry. You'll be in charge of generating leads, delivering stellar sales presentations, and negotiating contracts with potential clients. We're looking for someone with a killer sales instinct and an unbeatable level of charisma. Experience in sales is a must, so if you're ready to take your career to the next level, apply now and join our winning team!

### Responsibilities:

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Obtaining deposits and balance of payment from clients.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.



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### Skills, Competence, and Experience:

- Bachelor's degree in business, marketing, economics, or related fields is a plus.
- Experience in sales is a must (digital marketing and software development preferred.)
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience using computers for a variety of tasks.
- Competency in microsoft applications including word, excel, and outlook.
- Able to work comfortably in a fast paced environment.

### What Nerdware will bring you

- A multiple award winning smart, passionate, and fun team to collaborate with.
- A flexible working environment where we encourage forward-thinking and nurture ideas.
- We promote excellence at all levels in all roles and will work with you to ensure you are given every tool to succeed.

We look forward to meeting you!



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