



Job title	Sales Executive
Physical location of position	Olivedale, Johannesburg
Position of reporting manager	Chief Revenue Officer
Equal opportunity employer	Smoke CI is an equal opportunity employer and is committed to diversity and inclusion in the workplace. We encourage applications from all qualified individuals regardless of race, ethnicity, religion, gender, sexual orientation, age, or disability.
Company Culture	Our culture is a defining characteristic of who we are. It is in our DNA and determines how we engage with each other and our clients. It guides, motivates, and inspires us and facilitates in creating a fun, happy and rewarding work environment. It is thus extremely important that everyone fully understands, embodies, and lives by our values. These values are detailed in our Mantras.
Purpose of the job	Smoke CI is looking for a Sales Executive to help drive revenue growth, end-to-end, through the sales cycle. The primary responsibilities will be identifying and engaging with potential clients, developing a deep understanding of their needs and how our solutions can help them, presenting our offering, in partnership with other members of the Client Team, such that the customer fully appreciates the value that we can bring to their business and ultimately closing sales.

	<p>Being a B2B, enterprise sales model our sales cycles can be lengthy. A successful Sales Executive will appreciate the value of forming trusted relationships with potential clients and the impact this can have on successfully closing sales.</p>
Salary & Benefits	<ul style="list-style-type: none"> • Market-related TCTC per month – Based on skill and qualification of candidate • Financial Benefits: Funeral, Death and Disability Policy (Group Life Policy) • Other Benefits: <ul style="list-style-type: none"> ○ 15 Days annual leave per annum ○ Some leave days may be “gifted” from the Company to you during our annual shut-down over the December – January period ○ Company social committee managed by the staff to decide how we do social events and team building – driving our really amazing Company Culture ○ Flexible weekly working hours ○ Super close-knit professional team that looks after each other! ○ We are big supporters of individual growth and learning, and this is something we incorporate into the business constantly. We have budgets to help with studies, Personal Development Plans (PDPs) to ensure mentorship and coaching, as well as processes to expose you to new technologies.
Job responsibilities	<ul style="list-style-type: none"> • Industry Knowledge: Develop a strong working knowledge of our industry (voice of the customer VOC, customer experience CX, voice of the employee VOE, employee engagement EE, etc) and how our products and services fit into these industries. • Product Knowledge: Develop the confidence to speak clearly and persuasively about our products and services, with support from our technical and client success teams. • Identify Target Clients to nurture through pipeline stages: Identify and research potential mid-market clients by understanding their pain points, industry context, and how our solutions can meet their needs. • Client Engagement: Initiate contact and build rapport with potential clients through outreach and regular touchpoints, guided by a consultative, relationship-first approach • Solution Creation: Work closely with internal teams to help shape tailored solutions that align to the client's goals and challenges

	<ul style="list-style-type: none"> • Sales Presentations: Deliver compelling sales presentations, both in person and via video conferencing, to demonstrate how our offerings meet the needs of potential clients. • Objection Handling: Address clients' objections and concerns professionally and persuasively, providing solutions and information to overcome barriers to closing deals. • Negotiation: Collaborate with relevant internal resources to to negotiate terms and pricing with potential customers to reach mutually beneficial agreements. • Closing Deals: Take ownership of your pipeline and sales targets, using proven techniques and continuous learning to meet goals. • Customer Relationship Management: Provide a smooth handover to our Client Success team while staying connected during onboarding to ensure a great experience for the client. • Networking/ conferencing: Attend relevant networking events or conferences to connect with prospects and represent the Smoke CI brand professionally and warmly. Documentation and Reporting: Maintain up-to-date records of pipeline activity, sales conversations, and progress in our CRM. Collaborating: Collaborate cross-functionally with other members of the sales team and other departments (marketing, client success, legal and accounting, etc) to ensure alignment and maximize potential for success.
Competencies	<ul style="list-style-type: none"> • Excellent relationship-building and interpersonal skills, with the ability to engage, influence, and negotiate with a range of client stakeholders all levels. • Quick-thinking and personable, with the ability to connect authentically in conversations and adapt your approach to suit different client personalities and situations • Results-oriented mindset with a track record of meeting or exceeding sales targets and objectives. • Clear and confident communicator, both written and verbal, with the ability to present solutions in a way that resonates with clients Organised and self-motivated, able to manage priorities and follow through in a fast-paced, team-driven environment. Curious and solutions-focused, with a knack for asking the right questions, identifying opportunities, and helping shape meaningful answers. • Willingness to learn about CX, VOC, VOE and related industry trends (prior experience is an advantage but not essential)

	<ul style="list-style-type: none"> • Excellent proficiency in MS Office (Word, Excel, PowerPoint, and Outlook) (essential)
Experience & knowledge required	<ul style="list-style-type: none"> • Proven track record in sales or target carrying client success management, with a minimum of 3 to 5 years of experience.
Minimum qualification	<ul style="list-style-type: none"> • Relevant University Degree or Tertiary Qualification (preferred).