



<https://tenece.com/job/sales-manager-sa/>

Sales Manager

Responsibilities

- Identify opportunities, maintain a healthy pipeline and coordinate business development and sales activities within South Africa and the Southern African region.
- Develop strategies and make informed decisions through IT and business research to meet and exceed revenue goals.
- Leverage existing company brand to create required brand visibility and traction.
- Create proposals and other documents required to win deals.
- Increase market share year on year by an agreed percentage.
- Develop and manage the operational budget, while meeting agreed budget success parameters.
- Retain agreed percentage of customers year on year.
- Negotiate contracts and manage relationships with vendors, suppliers, partners, and other external parties to ensure compliance with legal requirements.
- Manage sales team where applicable; provide coaching and feedback support for performance improvement.
- Guides in resolving technical challenges on customers' sites.
- Coordinate project teams in establishing project plans and schedules.
- Regularly provide progress reports and recommendations for existing/possible challenges.

Qualifications

- An MBA, and bachelor's degree in computer science, information technology, computer engineering, information systems, or an IT-related field.
- A minimum of 10 years' experience in all or any IT verticals – Security, Database Applications, Networking, Infrastructure
- Able to engage C-suit, grow and sustain a business relationship.
- Ability to develop business and sales strategies.
- Ability to work in an agile environment.
- Ability to collaborate with peers, coach, and lead team members.
- Ability to excellently communicate, and present.
- Ability to proffer relevant solutions within acceptable timeline.
- Ability to pay attention to details, analyse and proffer relevant solutions.
- Relevant IT certifications and able to operate digital tools.
- Proven experience in sales management, preferably in the IT sector.
- Strong understanding of IT products and services, along with industry trends.

Hiring organization

Tenece

Employment Type

Full-time

Job Location

South Africa

Date posted

September 18, 2025