



**Position:** Sales Executive

**Location:** Lusaka, Zambia.

## About VIZTRANIX:

VIZTRANIX is an IT systems integrator specialized in providing comprehensive IT Solutions and Support Services for businesses in Zambia. We provide end-to-end IT solutions, from enterprise technology design and deployments, including virtualization, servers, and SAN, to network architecture design and installation and hardware and software retail, ensuring you get the right IT Services to meet your needs. With a wide range of in-house skill sets and partnerships with major OEMs, we deliver state-of-the-art technology solutions enabling enterprises and other clients to overcome business obstacles through technology during their digital transformation process. Whether you're looking for someone to look after your IT Systems, host and manage emails and websites, or get your company into cloud services, we can help. We take care of all your IT needs in one safe place.

## Job Summary:

We are seeking a highly motivated and experienced Sales Executive to join our team. The ideal candidate will be responsible for driving sales and revenue growth through strategic planning, client acquisition, and relationship management. The Sales Executive will play a crucial role in identifying new business opportunities, developing sales strategies, and nurturing client relationships to achieve company objectives.

## Roles & Responsibilities:

1. Develop and implement strategic sales plans to achieve company targets and expand market presence.
2. Identify and pursue new business opportunities through research, networking, and prospecting.
3. Build and maintain strong relationships with prospective and existing clients to understand their needs and provide tailored solutions.
4. Create proposals and draft responses to Requests for Proposals (RFPs) & tenders that align with the specific needs of customers.
5. Collaborate with internal teams to develop customized proposals that address client requirements.
6. Negotiate contracts, pricing, and terms to close deals and achieve revenue targets.
7. Stay updated on industry trends, market dynamics, and competitor activities to inform sales strategies and initiatives.
8. Track and analyze sales performance metrics to evaluate effectiveness and identify areas for improvement.
9. Provide regular updates and reports on sales activities, pipeline status, and forecasts to senior management.
10. Represent VIZTRANIX at industry events, conferences, and trade shows to promote products and services.
11. Continuously enhance product knowledge and sales skills through training and professional development activities.



12. Engaging in any other duties or tasks as delegated, ensuring the fulfillment of job objectives within the overall objective of VIZTRANIX.

## Qualifications & Skills:

- Bachelor's degree in Business Administration, Marketing, or related field.
- Proven track record of success in sales or business development roles, preferably in the IT industry.
- At least 3 years' experience in Sales, Pre-Sales or role with an IT Company.
- Strong understanding of sales principles, techniques, and best practices.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain productive relationships with clients and internal stakeholders.
- Able to perform effectively in high-pressure environments.
- Strategic thinker with the ability to identify opportunities, solve problems, and make data-driven decisions.
- Results-oriented mindset with a drive for achieving targets and delivering exceptional customer service.
- Must have a valid driving license.

Join VIZTRANIX and become a key player in driving our growth and success in the dynamic IT industry.

Apply now and unleash your potential!

To apply, please send your resume and cover letter to [careers.sales@viztranix.co.zm](mailto:careers.sales@viztranix.co.zm)