

Harel Mallac Technologies is recruiting **Business Development Executives**

About Harel Mallac Technologies

Harel Mallac Technologies (HMT), a subsidiary of Harel Mallac Group, is a leading ICT company in the Indian Ocean & African continent since 34 years. It provides Technology Solutions & Services to clients across industries locally & regionally. In line with its expansion strategy, HMT is looking out for key talents and professionals to leverage on emerging technologies for its business development.

Job description:

- Generate new leads & opportunities;
- Maintain and establish business relationship between the company and its customers;
- Advocate the needs and expectations of the client towards achieving customer satisfaction;
- Work with Sales Specialists & Technical team to ensure compliance with customer's expectations;
- Streamline maintenance, user supports, training, installations, and solution design towards satisfaction of clients' needs;
- Meet or exceed sales goals;
- Negotiate all contracts with prospective clients;
- Help determine pricing schedules for quotes and negotiations;
- Understand and promote company programs;
- Prepare and submit sales contracts for orders;
- Visit clients and potential clients to evaluate needs or promote products and services;
- Maintain client records;
- Answer client questions about credit terms, products, prices, and availability;
- Keep up to date with new developments in technology;

Skills & competencies required:

- Ability to handle customers' accounts;
- Ability to manage more than one IT account at the same time as dictated by the company;
- Ability to maximize all business opportunities relating to each customer;
- Excellent selling skills & IT technical knowledge;
- Excellent Presentation skills;
- The ability to write reports and proposals;
- Negotiating skills;
- Efficient and effective time management;
- Bachelor's degree in IT, business, marketing, or related field;
- A minimum of 3-4 years' experience in sales, preferably in IT;
- 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;
- Able to work in a fast paced environment;

Employment Type: Permanent and full-time

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Harel Mallac Technologies is an Equal Opportunity Employer.

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