



# Job Specification Sales Consultant

## Sell Value

JHB - 2018HBS03a

North West - 2017HBS03b

Mpumalanga - 2017HBS03c

KZN - 2017HBS03e

Eastern Cape - 2017HBS03d

Cape Town - 2017HBS03f

**Reporting to:** Tactical Sales Manager

**Employment status:** Permanent

## HOW TO APPLY

All applications (CV's and supporting documents) must be sent to [careers@tradebridge.co.za](mailto:careers@tradebridge.co.za)

## INTRODUCTION

At Healthbridge we believe in transforming healthcare to enhance people's lives. We creatively look for ways to make healthcare more affordable, accessible and effective for everyone. Our innovative solutions ensure that patients, healthcare providers and other role players in the healthcare ecosystem benefit by collaborating together.

We seek high performers with a positive, growth mindset who will thrive in a culture based on strong values, accountability, openness, collaboration and no politics.

## THE TEAM/FUNCTIONAL AREA INFO

The purpose of Sell Value is to unlock our evolving value proposition for our clients in order for them and for Healthbridge to thrive. To deliver to this Purpose, we:

- Actively protect our client base
- Shape our evolving value proposition and target markets
- Relentlessly sell, on-board, up-sell and service our offering, always making the value proposition real
- Deliver WOW Service, Version digital
- Make best use of our precious resources
- Live cloud by example



## Role Purpose

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- Grow Healthbridge by delivering quality sales that translate into profitable clients
- Provide input to help shape our value proposition



## Description

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- Build and maintain a quality sales pipeline
- Deliver to sales targets consistently
- Make and manage sales appointments
- Demo and position our value proposition authoritatively
- Build and maintain relationships with key stakeholders
- Meticulously update all relevant systems and perform the necessary administrative duties required for reporting
- Based on experience in the field, provide input to help shape our value proposition
- Daily travel in own car, into all areas in the assigned territory



## Job Requirements

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### Qualifications & Experience

- National Senior Certificate (Matric)
- 3+ years direct sales in the private healthcare information technology sector
- Sales methodologies

### Knowledge and Skills

- Immaculate knowledge of our products and services, and pricing thereof
- Disciplined approach to pipeline building
- Highly effective at closing deals
- Collaboration across teams
- Building and maintaining relationships with doctors and key industry stakeholders
- Conflict resolution
- Proficient in English, and at least one other official language, preferably more

### Behavioural Competence

In Sell Value, we hold ourselves to behavioural guide lines characterised by these phrases:

- Tomorrow ain't gonna cut it
- Dig deeper
- Quality is a habit, not an act
- Be accountable, own it
- As you are part of a team, trust, contribute, share & communicate

### Leadership Competence

- Self-motivated and self-directed