

**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

**Closing Date:** 31st May 2022

**Contact:** [hmt.talents@harelmallac.com](mailto:hmt.talents@harelmallac.com) / [jeanfrancois.couve@harelmallac.com](mailto:jeanfrancois.couve@harelmallac.com)

Harel Mallac Technologies is an Equal Opportunity Employer.

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