



Account /Sales Manager – Johannesburg

We are looking for a full time **Account / Sales Manager** to be based in Johannesburg/Pretoria, who will be the main point of contact with our Gauteng based clients, ensuring client relationships are maintained through excellent and consistent client management, upselling services where required, developing and implementing marketing strategies for clients, and ensuring that clients' projects run on time, to budget and to specification. There is a large element of new business development involved in this role so you will need the right approach with the right clients.

Responsibilities:

- Assist in the development of effective strategies based on key insights
- Increase penetration into the education industry/sector
- Identify opportunities for partners across the education and publishing industry
- Develop and provide presentations on Snapplify products to prospective customers
- Client meetings will be performed over the phone and face-to-face when needed
- Drive Snapplify's customer acquisition, conversion and retention goals
- Negotiate and manage contracts
- Ensure all partnered schools and booksellers are following best practices in setting up and managing their stores

Minimum qualifications:

- BA degree or equivalent practical experience (3 years)
- Ability to speak, read and write in English with excellent grammar
- Proven technical ability with CRM programs a plus (we use Base)
- Strong communication skills, persuasive, and able to pitch to prospective clients face-to-face and over the phone

At Snapplify we're changing the way students buy textbooks. Our aim is to distinguish the unique challenges of the emerging market classroom environment and pinpoint the best technologies to resolve these. To do that, we provide a comprehensive platform for distribution, reading and retail of digital books, magazines and newspapers to bookstores, schools, and other learning institutions.

Our Account Managers put a lot into growing our network of partnered booksellers and schools. If you provide amazing client service and want to shape the future of how technology is used in education, we need you on our team.

You're the human face of our business. You care about clients, and want to help them pinpoint the right mix of Snapplify products to suit their needs. You've worked with either publishers or academic institutions in the past. Plus, you know the industry inside-out (and if not, you're constantly learning).

Not only are you comfortable with technology and a wide range of online media, you're a go-getter: you'll be out of the office often, traveling to trade shows and meeting with prospective customers. You work as well independently as you do on a small team. Above all, you're proactive, and your sales-focus helps us expand our new and existing client relationships.

To apply, please send your cover letter and CV to mbaptista@snapplify.com

Note: Your cover letter is much more important than your CV. We want you to tell us who you are as a person, and why you are perfect for this job. Writing a great cover letter shows us that you are a proficient communicator, that you pay great attention to detail, and that you've done your research. We don't employ people who are just looking for a job. We're more than that. We know you are too.

Due Date: 28th February 2017