



Name of position: Sales Representative: Cloud and Microsoft

Reports to: Marketing Manager

Purpose of the position: The purpose of the position is to sell Cloud and Microsoft Solutions and represent the and represents the Dynamic Consult Ltd brand. It will involve managing relationships with customers, serving as the key point of contact, from initial lead outreach to when a purchase is ultimately made and maintaining them.

Duty Station: Juba (with travels to the field where the customer is)

Duties and Responsibilities.

- Convincing clients to migrate to Microsoft 365.
- Convincing clients to use customized domains instead of generic email addresses.
- Convincing clients to use secured domain hosting.
- Be the focal point for domains, hosting, and cloud services (Microsoft 365, Azure and other Microsoft products)
- Reaching out and explaining to potential clients about domains, its importance and giving emphasis on the South Sudan domain.
- Identifying potential customers who would be interested in purchasing domains for their organizations and reaching out to them and making sure they get it.
- Once they have acquired domains it is important to make sure that they are able to get a website for their organization or company, the simple process of upselling.
- Develop presentations so they can understand the importance of domains, Microsoft 365 and other cloud and web solutions.
- Be the leading in explaining and making clients understand cloud services, domains, hosting, and other digital solutions.
- Come up with materials that will be necessary in making sure that the product is out there for public consumption.
- With the help of the marketing manager, organize meetings and road shows.
- Attending and setting up of zoom sessions on domains and cloud services.
- Making sure that the support team is available to provide support and aftersales services to existing clients.

Qualifications.

- Minimum qualification of a degree in computer science, sales, marketing, or business administration.
- Minimum of 3 years in providing digital solutions to clients or sales experience.
- Have a strong understanding of cloud, domains, and web solutions
- The person should have good communications skills.



- Should be able to speak English and Arabic.
- Should have a good command of written and spoken English.
- The person should be able to work under minimal supervision.

How to apply

Send your application to the following email address, only shortlisted applicants will be contacted. This position is for South Sudanese, Female candidates are highly encouraged to apply.

hr@dynamicconsult.com.ss

Closing date for application is 12th January 2024

