

Position available -Prinro Building and Steel- Langebaan Tele-sales consultant

Job brief

We are looking for an enthusiastic Tele sales Consultant to contribute to generating sales for our organization. You will be responsible for closing deals over the phone or assisting walk-in customers and maintaining good customer relationships. An effective Tele sales Consultant must be an excellent communicator, negotiator and have superior skills. They must be comfortable presenting products or services over the phone as well as dealing with complaints and issues.

Responsibilities

- Go the "extra mile" to meet sales targets and facilitate future sales
- Assists customers with Cost and Quantity estimations of small building projects
- Assists, the Sales Rep when a Sales coordinator is not available by typing out of estimations and generating quotations and sales orders.
- Resolves customer problems by liaising with different departments within the organization
- Contact potential or existing customers to inform them about products or services
- Follow up on all quotations in a timely manner
- Relieve at the Sales counter as and when is needed

Requirements and skills

- Proven experience as tele-sales consultant or other sales/customer service role in the building industry
- Proven track record of successfully meeting sales targets preferably over the phone
- Good knowledge of relevant computer programs (e.g. Retail IQ software), telephone and email systems
- Building material product knowledge
- Ability to learn about products and services and describe/explain them to prospects
- Excellent communication and interpersonal skills
- Outstanding negotiation skills with the ability to resolve issues and address complaints

Closing date for applications: 13/06/2025,
Interested candidates may forward CV with cover letter to: [humanresources@prinro.co.za/](mailto:humanresources@prinro.co.za)
dylan@prinro.co.za

Only shortlisted candidates will be contacted.
If you have not heard from us within two weeks of submitting your CV, please expect that your application was unsuccessful