

A wonderful opportunity exists for a Lead Generator for the Asset Auditor Product who wishes to work in a self-managed and flexible way.

About the Role:

The successful applicant will take responsibility for generating prospective consumer interest in the Asset Auditor product across industries.

- The person should design and maintain a suitable process of managing a database of prospective clients, and ensure the Digital Matter representative is able to make at least 1 presentation meeting per week to a suitable prospective client.
- Flexible / half day work arrangement is possible.
- This position comes with a small basic salary with a large commission incentive for probable leads, and leads that translate into actual sales.

Overview of tasks and responsibilities:

- Gain thorough understanding of Asset Auditor Product.
- Design a suitable approach to target key customers.
- Set-up meetings with Financial Directors or Senior Financial Managers for demos of the product.
- Meet targets in terms of generating leads.

Minimum requirements for the position:

Experience

- Minimum of 2 + years' marketing /lead generation experience.
- Experience within auditing, accounting or stock control environments (Advantageous).

Role Specific Skills

- Ability to learn and apply new concepts quickly.
- Approaches work with insight – questioning mind that allows them to alert others to possible concerns or problems in advance.
- Communicates and interacts easily with potential leads.
- Excellent Relationship building skills: Approachable. Able to work with various internal and external stakeholders on different levels of seniority.
- Confidently assertive: is able to keep boundaries in place and assert self with regards to getting required information from various parties.
- Influencing and negotiating: Ability to be persuasive.
- Resourceful: thinks outside the box / creatively when faced with new problems or 'dead end'.
- Enjoys being part of a team, but not needful of others or a high level of interaction.
- Self-managed, capable of taking initiative yet able to take advice when it's given.
- Takes ownership of work, sets goals/plans, takes initiative, and gets the work done, sense of urgency.
- Shows attention to detail, able to check/critique/review own work
- Discipline: respects guidelines / best practices, but not constrained by them.
- Shows commitment and is prepared to put in extra effort when required.

How to apply:

Applications must be emailed to careers@dm.co.za before 7th June 2011 and must include:

- CV, including contact details, geographical location and notice period with academic transcript.
- Covering email motivating application in line with qualification, skills and experience and stating current salary and salary expectations (as total cost to company).
- Email subject: Lead generator