

Broadband Infracore, is a long distance national and international optic fibre connectivity network infrastructure provider based in Radiokop, seeks to appoint a suitable candidate to the following employment opportunity:

INTERNAL AND EXTERNAL JOB ADVERTISEMENT

SENIOR MANAGER KEY ACCOUNTS: (PERMANENT)

Key Responsibilities:

Reporting to Senior Manager: Business Development, the incumbent will:

- Develop account plans for assigned portfolios.
- Strategic sales management by driving sales growth.
- Implementation of sales strategy.
- Lead internal engagements for translation of customer needs.
- Foster and manage multi-stakeholder complex relationships and project manage internal stakeholders.
- Manage revenue generation processes.
- Prepare and present targeted proposals.
- Retention of existing customers.
- Ensure that pricing approval processes are adhered to.
- Execution of complex tender proposals.
- Ensure that all legal required documents are submitted by customers.
- Manage internal and external stakeholder.
- Management for revenue generation.
- Liaise with billing and admiration on verification of invoices and collection of outstanding monies.
- Submission of all relevant documents to trigger billing.
- Monitor and track client performance and report accordingly.
- Provide inputs and present to cross functional forums.

Qualification and Experience:

- Minimum 3 years Bachelor's degree or National Diploma in Commerce or Business Management.
- Minimum 6 years sales experience with at least 3 years in dealing with complex accounts where there are multiple role players within the account as well in the field of Engineering.
- Minimum 3 years Telecommunications related experience.
- Minimum 3 years' experience of working with submarine cable landing system (e.g

- WACS – West Africa Cable System)
- Proven customer service affinity.

Applications and a comprehensive CV to be e-mailed to careers@infraco.co.za

Enquiries should be directed to **Mr Emmanuel Phogole – Contact Details:**
011 235 1612 (Office Hours)

Closing Date: 31 JULY 2025

Broadband Infraco reserves the right not to make an appointment or to make a temporary appointment in accordance with the current organizational requirements. Appointment is subject to verification of the applicant's qualifications and reference checking. Applications received after the closing date will not be considered.

Correspondence will be entered into with short-listed applicants only. If you have not heard from us within 4 weeks, you should consider your application unsuccessful. Placement will be in accordance with the Company's Employment Equity Plan. Persons with disabilities are encouraged to apply.