

Jnr Account Manager – International Telecommunication sector

Salary - R 360 000 – R480 000 pa.

1. Background and goal

VASTech is a medium sized, fast growing, Stellenbosch based company which creates cutting edge data recording solutions for our international customer base

VASTech is looking to employ a young Top-of-the-class Industrial Engineer looking to grow their career in the International Telecoms sector. We want to grow and develop the **Jnr Account Executive** to take over an **International Sales Region** within the next 2 - 3 years.

2. Contracting and employment:

This will be initially a 2 year contract position with a 6 month probation period included. The extension or the possibility of a permanent contract will be constantly reviewed during this period.

3. Personal development:

This is not a position where you will be productive from day 1. There is a massive amount of Technical, Product and Customer Information that needs to be consumed as well as an in-depth skills transfer before this person will be able to stand on their own 2 feet.

From VASTech there will be a very big focus on developing this person with a plethora of studies including MBA, Negotiations, Etc.

4. Key responsibilities:

- a) Overall Responsible for managing the relationship with your customers in a region
- b) Business Development
- c) Account Planning
- d) Agent Management

5. Qualifications and experience

- a) Minimum:
Industrial Engineering degree or similar
- b) Preferred additional
M.Eng Industrial Engineering or similar
MBA

6. Personal attributes

- a) Well organized with good oral and written communication skills
- b) Self-motivated
- c) Strongly quality And customer focussed with attention to detail
- d) Ability to handle confidential matters
- e) Strong desire for Personal Development
- f) South African citizen, bi-lingual, and no criminal record.
- g) Additional Language would be an advantage

7. Other

- a) Must be prepared to undertake a polygraph test.
- b) Must be willing and able to extensively travel overseas
- c) Must be open to complete a massive personal development plan spanning several years.

If this sounds like something you would like to pursue. Please forward your CV to careers@vastech.co.za together with a cover letter why you think you are the perfect candidate for this job.