



REGIONAL ADOPTION AND RENEWALS MANAGER

The successful candidate will be someone with a background in Engineering, Data Management and/or Administration. We are specifically looking for someone who holds a BCOM or Engineering Degree. Based at our offices in Woodmead, Johannesburg.

AFRICAN DISTRIBUTION STORY

Population growth, rapid urbanisation and the hunger for a better life is accelerating the demand for great products and infrastructure in Africa. On this continent, we are facilitating the convergence of powerful BIM and FOMT technology brands through a continent wide distribution network that specialises in survey, make, build, operate or maintain the products and infrastructure on our continent. Those people are building the future of Africa.

EDUCATION AND EXPERIENCE



- MICROSOFT DYNAMICS CRM (PREFERABLE)
- STRONG DATA MANAGEMENT AND ADMINISTRATIVE SKILLS
- SUBSCRIPTION RENEWAL EXPERIENCE WOULD BE AN ADVANTAGE WITH TARGET COMMISSION
- UNDERGRADUATE QUALIFICATION (PREFERABLY BCOM DEGREE)
- 3 - 5 YEARS OF WORKING IN AN ENGINEERING INDUSTRY

WHAT'S IN IT FOR YOU?

- Competitive Benefits Package.
- Amazing opportunities for career progression.
- Remote working opportunity.
- Work-life balance.
- An opportunity to learn about our diverse environment and our African footprint.

TO BE PART OF WORLDSVIEW

Please send your CV through to Jenna Brocklebank at Jenna.Brocklebank@worldsview.com

KEY PERFORMANCE AREAS

- ACTIVATION AND HEALTH
- PARTNER RELATIONSHIP MANAGEMENT
- PLANNING, FORECASTING AND INFORMATION SHARING
- SALES STAGE MANAGEMENT
- SELF MANAGEMENT AND CENTRE OF EXCELLENCE

SKILLS

- MICROSOFT DYNAMICS (OR SIMILAR CRM EXPERIENCE)
- EXCELLENT WRITTEN AND VERBAL COMMUNICATION
- STRONG CUSTOMER CENTRICITY
- TEAMWORK AND COLLABORATION
- GOOD INTERPERSONAL SKILLS
- ACCURATE AND ATTENTION TO DETAIL
- DEADLINE AND RESULTS DRIVEN
- TENACITY