

SWITCH

Job Title	Sales Manager
Location	Cape Town
Start	As soon as possible
Terms	Permanent / Fixed-Term (3 month probation)
Salary	Market Related
Experience	1-3 years

// Company Overview

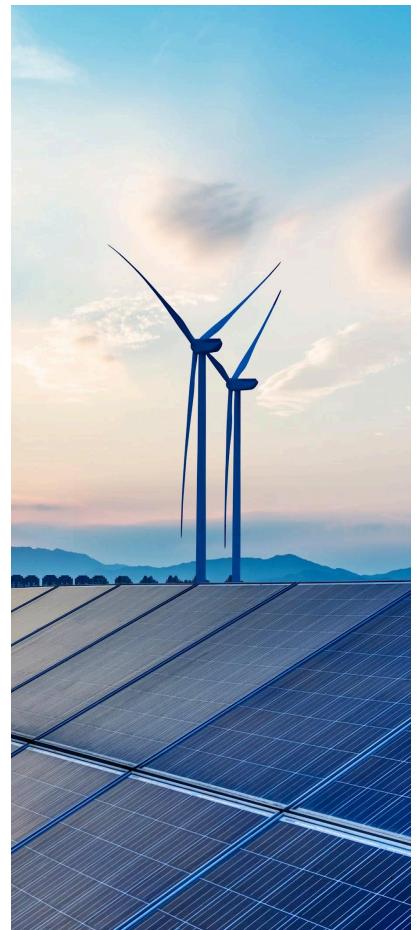
Switch is a tech company that offers software and hardware solutions for water and energy management. We specialise in smart metering and energy trading solutions.

Our mission is to build disruptive tech to accelerate a sustainable future.

Our smart metering product allows administrators to manage meters, monitor utility usage and facilitate billing and revenue collection. The Switch mobile app enables end users to pay for utilities and view live usage. Our energy trading product is designed for large scale management of electricity wheeling through the national grid. As the South African energy market opens to the private sector, Switch is at the forefront of providing cutting edge software solutions to Independent Power Producers and energy traders.

The goal is to be an industry standard software solution for managing smart metering and energy trading.

The energy trading industry is new and rapidly evolving, with that, our products and software require constant creative input and adaptations.



// Job Description

We are looking for a Sales Manager who will provide direct support to the sales function, with a focus on managing the sales pipeline, engaging with prospects and customers, and driving revenue growth. The role requires a confident, proactive individual who can leverage marketing materials to target new customers effectively, maintain strong client relationships, and support business development initiatives.

// Details



40 hours a week (Monday - Friday)



Must be online and available from 09:00 to 15:00 from Monday - Friday, and can work flexibly for the remaining hours



Ideally onsite in our beautiful offices in Kalk Bay, Cape Town.



Daily standups, a weekly team meeting and a weekly review session are mandatory

// Key Responsibilities

Sales Pipeline Management & Customer Engagement

- Maintain and update the CRM system with accurate lead, contact, and deal information.
- Track and manage the sales pipeline, ensuring leads are followed up and progressed appropriately.
- Generate and share regular pipeline and performance reports with the sales team.
- Utilize marketing materials including brochures, presentations, case studies, and digital assets when targeting new customers and prospects.
- Support preparation of proposals, quotes, and presentations for clients.

- Engage with prospective and existing clients for meeting scheduling, product demonstrations, and follow-ups.
- Build and maintain strong relationships with customers to drive repeat business and referrals.

Collaboration & Market Insights

- Work closely with the marketing team to align marketing efforts with sales objectives and business development goals.
- Provide input into business development goals and strategies based on customer feedback and market observations.
- Conduct competitor and market research to inform sales strategies and identify opportunities.
- Gather customer insights and feedback to improve communication and product positioning.

Business Development Involvement

- Contribute insights and feedback on new product development opportunities based on customer needs and market trends.
- Provide input into business development strategy and growth initiatives.
- Offer technical feedback on products and services from a customer-facing perspective.
- Support the identification and evaluation of new market opportunities and partnerships.



// Skills & Competencies

- Technical understanding and experience in the smart metering and energy industry.
- Strong sales and customer relationship management skills.
- CRM proficiency (HubSpot, Zoho, ClickUp, Salesforce, or similar) for pipeline management.

- Ability to effectively utilize marketing materials and collateral in sales activities.
- Analytical ability to interpret sales performance data and identify trends.
- Excellent written and verbal communication skills.
- Strong organizational and time management skills, with ability to manage multiple priorities.
- Understanding of sales processes, lead generation, and customer acquisition strategies.

// Qualifications & Experience

- Diploma or Degree in Sales, Business, Marketing, or related field.
- 1-3 years' experience in a sales or business development support role, preferably in metering, IT, SaaS, or software development.
- Demonstrated experience in sales pipeline management and customer engagement.
- Previous exposure to CRM systems and sales reporting tools.

// Personal Attributes

- Confident and comfortable engaging with people at all levels.
- Proactive and self-driven, with ability to take ownership of tasks.
- Collaborative and team-oriented, with strong interpersonal skills.
- Adaptable in a fast-paced, technology-driven environment.
- Results-oriented with a problem-solving mindset.
- Persistent and resilient in pursuing sales opportunities.
- Sense of humor. We want to build a team that doesn't take life too seriously and we'd love you to join us in having a laugh!

// Performance Indicators (KPIs)

- Sales pipeline growth and lead conversion rates.
- Accuracy and maintenance of CRM data and pipeline reports.
- Customer engagement metrics and satisfaction scores.
- Contribution to revenue generation and sales targets.
- Quality of sales proposals and customer presentations.

// Perks

- Commission structure on sales achieved.
- Beautiful office environment in Kalk Bay.
- Flexible work arrangements and leave policy.

// How to apply

If you are interested please send us your CV as a PDF attachment along with a brief letter of motivation (3 or 4 paragraphs) as to why you believe you be a good fit to info@switch.org.za with the subject line " Switch sales assistant - Your Name " and we will get back to you 😊