

DAISY BUSINESS SOLUTIONS

New Business Sales Representative

Office Automation · Cape Town, Western Cape · Permanent · Urgent Hire

Your earnings are limited only by your effort. Fully uncapped commission.

40yrs

Serving South Africa

400+

WC & National Technicians

Uncapped

Commission Structure

ABOUT DAISY BUSINESS SOLUTIONS

40 years of South African business. A culture built on closing.

Daisy Business Solutions has been at the forefront of South African business technology for four decades. From our origins in office automation, we have grown into one of the country's most complete technology providers — spanning managed print, connectivity, IT services, and document management across every major province.

In Cape Town and the Western Cape, Daisy is an established name with deep client relationships, a strong regional presence, and a team of sales professionals who consistently outperform the market. We are growing that team and looking for proven closers who want to be part of something that rewards results without limits.

Our salespeople stay because their income here reflects their effort — not someone else's decision about what they should earn. If you perform, you will be recognised, rewarded, and given a clear path forward.

A portfolio that gives you the edge

Print, document management, IT, connectivity, and managed services. You walk into any Western Cape business and offer complete solutions — which means bigger deals, longer client relationships, and more ways to earn.

The support structure is real

400+ technicians across the Western Cape and nationally, in-house finance, and product specialists behind every deal. Your job is to close. Daisy backs every promise you make.

Performance is recognised here — loudly

We don't reward tenure. We reward output. The reps who put in the work earn serious money, gain visibility across the business, and move into senior roles faster than anywhere else in the industry.

THE ROLE

What you will own

As a New Business Sales Representative in Daisy's Office Automation division, you are responsible for hunting, qualifying, and closing new business across the Western Cape region. You carry a personal revenue target, you manage your own territory and pipeline, and you have access to Daisy's full solution portfolio to compete and win in one of South Africa's most active commercial markets.

You will also manage an existing base of clients with open opportunities ready to progress — giving you both a running start and a long-term income foundation to build from. This is a role for closers who want a high-activity, high-reward environment and the autonomy to run their own desk.

Day-to-day responsibilities

- Hunt for new business across the Western Cape — canvassing, cold calling, networking, and referrals — with the flexibility to pursue quality deals nationally
- Manage and develop an existing client base, identifying and advancing opportunities that are ready to close
- Build and maintain a pipeline at a minimum of three times monthly target coverage at all times
- Conduct professional client discovery sessions and present tailored office automation solutions
- Prepare competitive proposals, negotiate terms, and close deals with speed and commercial conviction
- Manage the full sales cycle from first contact through to signed agreement and implementation handover
- Maintain accurate CRM records and pipeline data — every opportunity tracked, protected, and progressed
- Consistently meet and exceed monthly GP and revenue targets

WHAT WE'RE LOOKING FOR

You're ready for this role if...

You have 3 to 5 years of B2B sales experience with a new business track record that is verifiable and strong. You have worked in competitive, solution-based environments — ideally in Office Automation, IT services, or Telecoms — and you know how to close on value, manage a pipeline under pressure, and build client relationships that last beyond the first deal.

Essential requirements

- 3 to 5 years of B2B sales experience with a demonstrable new business and account management track record
- Background in Office Automation, Managed Print Services, IT services, or Telecoms strongly preferred
- Proven ability to close in competitive, solution-based selling environments
- CRM discipline — structured, consistent pipeline management is non-negotiable
- Strong commercial acumen: GP awareness, deal structuring, value-based negotiation
- Professional communication and presentation skills
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Based in or able to commute to Cape Town. Willingness to travel across the Western Cape.

Attributes we look for

- Hunter mindset — you generate your own pipeline, you don't wait for leads
- Discipline and consistency — daily prospecting and follow-up without being managed
- Resilience — you treat objections as part of the process, not the end of it
- Coachability — open to feedback and willing to refine your approach
- Competitive drive — you want to be the top performer in the room

EARNINGS & COMPENSATION

Earn what you're actually worth.

Daisy offers a market-related base salary with a fully uncapped commission structure. There is no ceiling on what you can earn — your income is a direct reflection of what you close. Our top Western Cape performers consistently achieve exceptional annual earnings, and the structure is designed to reward those who commit to the process.

Base Salary	Market related — competitive and commensurate with experience
Commission	Fully uncapped — no cap on new business or account-based revenue
Incentives	Performance bonuses and recognition programme
Earning Potential	Top performers earn exceptional annual packages — no ceiling

Commission is earned on gross profit from new business closed and on account-based revenue within your existing client portfolio. As your base grows, your recurring income compounds — giving high performers an increasingly powerful annuity layer on top of new business earnings.

CAREER DEVELOPMENT

We grow the people who grow the numbers.

Daisy promotes from within — always. Our Sales Managers and Regional leaders came through this exact role. If you join as a Sales Representative and perform, there is a clear and defined path forward based on results, not time served.



New joiners receive full product onboarding, sales methodology coaching, and a structured ramp plan. The fastest movers reach senior roles within two to three years.

LIFE AT DAISY

A performance culture that takes its people seriously.

We are not a company built on perks. We are built on performance, accountability, and genuine investment in the people who deliver. Here is what that looks like day to day in the Western Cape team:

- Your autonomy is real. You manage your own territory, pipeline, and day. We set the target — you decide how to hit it.
- Your manager adds value. Our sales leaders are coaches first. Expect honest feedback, deal support, and genuine investment in your growth.
- Your wins are celebrated. Top performers are recognised publicly, rewarded financially, and given visibility across the business.
- Your development is structured. Full product training, onboarding, and a ramp plan designed to get you to target as fast as possible.
- Your career is real. We promote from within. If you perform here, the path forward is clear and actively supported.

Daisy is still growing, still hiring, and still backing the people who show up and perform. If that is the environment you are looking for, we want to meet you.

ROLE DETAILS

Position overview

Position	New Business Sales Representative
Division	Office Automation
Location	Cape Town, Western Cape
Reports To	Regional Sales Manager
Employment Type	Permanent

Positions Available	Urgent Hire — Apply Immediately
Start Date	As Soon As Possible
Salary	Market related
Commission	Fully uncapped
HR Contact	CPT-HR@daisy.co.za 021 507 5111

**WE'RE NOT LOOKING FOR A CV. WE'RE
LOOKING FOR A CLOSER.**

We're screening candidates now. Apply before this role is filled.

CPT-HR@daisy.co.za
021 507 5111