

DAISY BUSINESS SOLUTIONS

# Sales Manager — Office Automation

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

Lead the team everyone else is losing to. The next 40 years could start with you.

**40yrs**

Serving South Africa

**100+**

National Technicians

**National**

Sales Footprint

ABOUT DAISY BUSINESS SOLUTIONS

## 40 years of South African business. The next 40 could start with you.

Daisy Business Solutions has been part of the South African business landscape for four decades — growing from an office automation company into one of the country's most complete technology providers, with a national footprint spanning every major province. In that time, we have built teams that deliver, leaders who develop others, and a culture that treats performance as the currency of career progression.

In Cape Town and the Western Cape, Daisy has a strong, established presence with a broad client base and an ambitious growth agenda. We are now looking for a Sales Manager who can take ownership of the team, the target, and the territory — and help us write the next chapter of what Daisy stands for in this region.

If you are a sales leader who has been waiting for the right platform — the right team, the right brand, and the right mandate — this is it.

### A platform built for leaders

As Sales Manager, you have Daisy's full national infrastructure behind you — 100+ technicians, in-house finance, product specialists, and established brands across every solution category. You focus on building the team and setting the strategy. We back every commitment.

### Sell across all of South Africa

Daisy's national footprint means your team is not limited to a single province. You can pursue and close quality opportunities across all nine provinces — which means a bigger addressable market and more ways to drive revenue.

## Leadership here is invested in — actively

Daisy is focused on upskilling and developing high-potential individuals. As Sales Manager, you will have access to leadership development programmes, senior mentorship, and the support of a management team that wants you to succeed.

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### THE ROLE

## What you will own

As Sales Manager for Daisy's Office Automation division in the Western Cape, you will lead and grow a team of sales professionals, own the divisional revenue target, and shape the strategy that gets you there. You will coach and mentor your reps, hold them accountable to performance, and drive new business acquisition across print, document management, and office automation solutions.

This is not a player-manager role where you carry your own patch and manage on the side. This is a genuine leadership position — one where your success is measured by what your team produces, and where Daisy gives you the mandate, the tools, and the backing to build something outstanding.

### Day-to-day responsibilities

- Lead, coach, and performance-manage a sales team to consistently exceed monthly GP and revenue targets
- Drive new business acquisition across print, document management, and office automation solutions across the Western Cape and nationally
- Develop and execute strategic sales plans that target the right segments, accounts, and opportunities in your region
- Own the full sales cycle perspective — from team pipeline health to deal progression to closure — with high conversion rates
- Structure competitive solutions including rental, service, and managed print agreements
- Monitor pipeline health, CRM accuracy, and performance metrics to drive continuous improvement across the team
- Recruit, onboard, and develop new sales talent — building a team that performs today and leads tomorrow
- Report on divisional performance to senior leadership with accuracy, insight, and a clear plan of action

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### WHAT WE'RE LOOKING FOR

## You're ready for this role if...

You have a proven track record in office automation or related technology sales leadership. You know how to build a pipeline, read a team, and turn underperformers into contributors. You are as comfortable in a strategy session as you are on the floor with your reps. You have moved beyond just wanting to close — you want to build something that lasts.

## Essential requirements

- 7 to 10 years in B2B sales, with 3 to 5 years in a sales leadership or management role
- Proven background in Office Automation, Managed Print Services, IT services, or Telecoms
- Demonstrated track record of leading teams to exceed revenue and GP targets
- Strong coaching ability and experience developing and managing sales talent
- Commercial acumen across GP, margins, deal structuring, and annuity-based selling
- CRM competency — pipeline management, forecasting, and performance reporting
- Own vehicle required. Willingness to travel nationally on occasion.
- Matric minimum. Relevant tertiary qualification advantageous.

## Leadership attributes we look for

- Builder mentality — you want to create a team that performs without you needing to be in every deal
- High accountability — you hold the team to standards and hold yourself to a higher one
- Strategic thinking — you see patterns, prioritise the right opportunities, and build plans that stick
- People investment — you genuinely want to develop the individuals in your team, not just manage their output
- Composure under pressure — you are a stabilising force when the month is hard and an accelerant when the conditions are right

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## EARNINGS & COMPENSATION

### Build the team. Earn what that's worth.

Daisy offers a market-related package for this role, structured to reflect the seniority and impact of a Sales Manager. The package includes a competitive base salary, performance-linked commission, and a range of leadership-level incentives tied to team and divisional outcomes.

<b>Base Salary</b>	Market related — commensurate with experience and track record
<b>Commission</b>	Performance-linked — tied to divisional GP and revenue outcomes
<b>Earning Potential</b>	Top performing Sales Managers earn exceptional annual packages
<b>Incentives</b>	Leadership bonuses, team performance accelerators, recognition programme

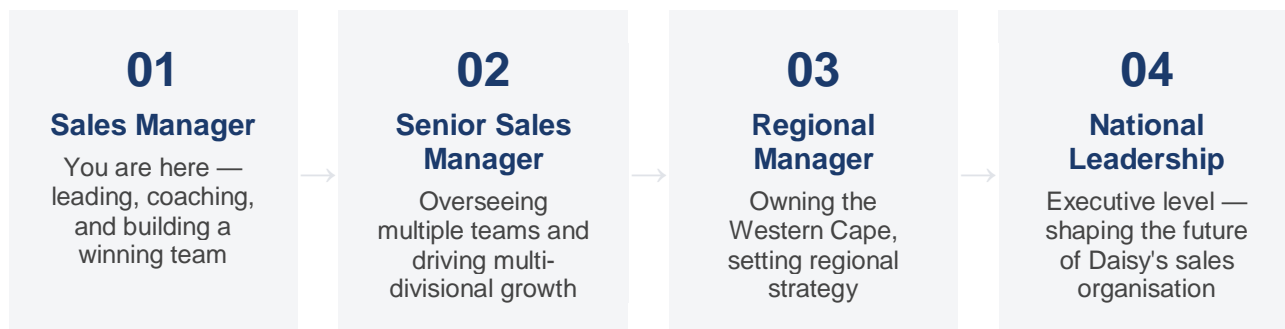
Daisy Sales Managers who build and maintain high-performing teams consistently earn at the top of the market for their level. This is a role where your income grows with your team's performance — which means the ceiling is determined by how well you build.

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## CAREER DEVELOPMENT

### You are not the end of the line. You are the beginning of it.

Daisy's national leadership team is built from within. Regional Managers, divisional heads, and national leaders have come through the Sales Manager track. Joining here at this level — and performing — puts you on a direct path to senior executive leadership within the organisation.



Daisy actively invests in its managers through leadership development programmes, executive coaching access, and structured career conversations. We do not promote by accident — we develop people intentionally and then give them the opportunity to step up.

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## LIFE AT DAISY

### A performance culture that develops its leaders.

Daisy is built on the belief that great managers create great teams — and that great teams create lasting businesses. As a Sales Manager here, you are not just a number. You are a key part of how Daisy shows up in the Western Cape market. Here is what that means in practice:

- Your mandate is real. You have genuine authority over team structure, sales strategy, and day-to-day execution. We back your decisions.
- Your development is prioritised. Access to leadership programmes, coaching, and senior executive mentorship is built into the role.
- Your team's wins are your wins. Top-performing teams are celebrated nationally, and the managers who build them gain visibility at the highest level.
- Your voice matters. Daisy's culture is one where managers who are close to the market have influence over product, process, and strategy.
- Your career is invested in. Daisy promotes from within — always. If you perform here, the path upward is active, supported, and real.

40 years in, Daisy is not slowing down. We are building for the next 40 — and we need leaders who want to be part of that story. If that is you, we want to meet you.

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## ROLE DETAILS

### Position overview

<b>Position</b>	Sales Manager
<b>Division</b>	Office Automation

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<b>Location</b>	Cape Town, Western Cape
<b>Reports To</b>	Regional Sales Director
<b>Employment Type</b>	Permanent
<b>Positions Available</b>	Urgent Hire — Apply Immediately
<b>Start Date</b>	As Soon As Possible
<b>Salary</b>	Market related
<b>Commission</b>	Performance-linked — team and divisional outcomes
<b>HR Contact</b>	CPT-HR@daisy.co.za   021 507 5111

**LEAD THE TEAM EVERYONE ELSE IS LOSING TO.**

We're actively interviewing. Don't let this one pass you by.

**CPT-HR@daisy.co.za**

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