

# Sales Representative — New Business

Office Automation · Westville, KZN · Permanent · 2 Positions Available

Earn up to **R1.2 million rand a year** — fully uncapped commission.

<b>40yrs</b> Serving South Africa	<b>550+</b> National Technicians	<b>R1.2m</b> Top Earning Potential p/a
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## ABOUT DAISY BUSINESS SOLUTIONS

### 40 years of South African business. One culture that refuses to stand still.

Daisy Business Solutions has been part of the South African business landscape for four decades. We started in office automation and we have never stopped growing — expanding into managed print, connectivity, IT services, and document management to become one of the country's most complete business technology providers.

We have national scale, established brands, and the kind of infrastructure that gives our salespeople a real competitive edge from day one. More importantly, we have a culture built on performance, accountability, and genuine career development — not corporate politics.

Our salespeople stay because results here are rewarded without limits. The ones who commit to the process, build their pipelines, and close consistently build careers and incomes that most companies simply cannot match.

### A portfolio built to win

Print, document management, IT, connectivity, and managed services under one roof. You can walk into any SME or enterprise and offer a complete technology solution — which means bigger deals, longer relationships, and more ways to earn.

### The support structure is real

Over 550 technicians nationally, in-house finance, product specialists, and a full back-office team. When you make a promise to a client, Daisy backs it up. Your job is to sell. We handle the rest.

### Performance drives everything here

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

## THE ROLE

### What you will own

As a Sales Representative (New Business) in Daisy's Office Automation division, you are responsible for one thing: building and closing a pipeline of new business across the KZN region. You carry a personal revenue target, you manage your own territory, and you have access to the full Daisy solution portfolio to compete and win.

This is a hunting role. You will not be handed a client base. You will build one — through structured

prospecting, disciplined pipeline management, and a relentless commitment to closing. The rewards for doing this well are exceptional.

### **Day-to-day responsibilities**

- Drive new business through canvassing, cold calling, networking, and referrals — with a primary focus on KZN and the flexibility to pursue quality deals nationally
- Build and manage a sales pipeline maintained at a minimum of three times your monthly target coverage at all times
- Conduct client discovery meetings, present tailored office automation solutions, and close with commercial confidence
- Prepare competitive proposals and negotiate contracts, pricing, and service agreements in line with Daisy's commercial framework
- Manage the full sales cycle from first contact through to signed agreement, handover, and initial account relationship
- Maintain accurate, up-to-date CRM records and pipeline reporting — protecting every opportunity in your funnel
- Collaborate with internal technical, finance, and service teams to ensure the right solution is scoped and delivered for each client
- Consistently hit 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 demonstrable new business track record. You have worked in an environment where pipeline discipline and closing cadence matter — ideally in Office Automation, IT services, or Telecoms. You understand solution selling, longer cycles, and how to close on value rather than price.

You are not looking for a warm patch to farm. You are looking for a platform where your effort directly determines your income — and where you are surrounded by people who take performance as seriously as you do.

### **Essential requirements**

- 3 to 5 years of B2B sales experience with a strong and verifiable new business 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: ability to understand GP, structure deals, and negotiate on value
- Excellent communication and professional presentation skills
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Willingness to travel within KZN, with occasional national travel

### **Attributes we look for**

- Hunter mentality — you generate your own pipeline, you don't wait for leads
- High activity discipline — consistent daily prospecting and follow-up without needing to be managed
- Resilience and persistence — you treat objections as part of the process, not the end of it
- Coachability — you are 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 competitive base salary with a fully uncapped commission structure. There is no ceiling. What you close determines what you earn. Our top performers consistently reach R1.2 million per year — and the structure is designed to reward those who get there.

<b>Base Salary</b>	Market Related
<b>Commission</b>	Fully uncapped — no cap, no clawback threshold
<b>On-Target Earnings</b>	R600,000 – R1,200,000 per year
<b>Top Performer Potential</b>	R1,200,000+ annually
<b>Incentives</b>	Performance-based bonuses and recognition programme

Commission is paid on gross profit generated from new business closed. As your client base grows and renewals come in, your recurring earnings compound — giving top performers an increasing annuity income on top of new business commission.

## CAREER DEVELOPMENT

### We grow the people who grow the numbers.

Daisy promotes from within — always. Our most successful Sales Managers, Regional Managers, and divisional leaders came through the ranks as Sales Representatives. We invest in people who prove they can perform.

If you join as a Sales Representative and you perform, there is a clear and defined path forward:

<b>01</b> <b>Sales Representative</b> New business hunter building your pipeline and client base	<b>02</b> <b>Senior Sales Rep</b> Proven track record, mentoring juniors, complex deals	<b>03</b> <b>Sales Manager</b> Leading and coaching your own team, driving divisional revenue	<b>04</b> <b>Regional Leadership</b> Owning the region, setting strategy, building the next generation
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Promotions at Daisy are based on results and readiness — not time served. The fastest movers here get there in under three years.

## LIFE AT DAISY

### A culture that rewards the ones who show up and deliver.

We are not a company that runs on perks and ping-pong tables. We are a company that runs on results, relationships, and genuine respect for the people who perform. Here is what that looks like day to day:

- Your manager is there to coach you, not watch you. We expect our people leaders to add value to their reps — not police them.
- Your wins are celebrated publicly. Top performers are recognised across the business and rewarded with more than just commission.
- Your development is taken seriously. We provide product training, sales methodology coaching, and structured onboarding so you are effective faster.
- Your pipeline is your business. We give you the tools, the brand, and the support — then we get out of your way.
- Your feedback is heard. Daisy has the feel of a company that still listens to the people doing the work. Ideas matter here.

Four decades in, Daisy is not resting on its history. We are actively growing, actively hiring, and actively investing in the people who will take us into the next chapter. If you want to be one of those people, this is where you apply.

## ROLE DETAILS

### Position overview

<b>Position</b>	Sales Representative — New Business
<b>Division</b>	Office Automation
<b>Location</b>	Westville, KZN
<b>Reports To</b>	Regional Sales Manager
<b>Employment Type</b>	Permanent
<b>Positions Available</b>	2 — Urgent Hire
<b>Start Date</b>	As Soon As Possible
<b>Base Salary</b>	R25,000 – R35,000 CTC per month
<b>OTE</b>	R600,000 – R1,200,000+ per year
<b>HR Contact</b>	KZN-HR@daisy.co.za   031 328 2000

## READY TO CLOSE YOUR NEXT CHAPTER?

We're screening candidates now. Don't wait.

[KZN-HR@daisy.co.za](mailto:KZN-HR@daisy.co.za)

**031 328 2000**