

DAISY BUSINESS SOLUTIONS

Sales Specialist — Connectivity

Connectivity · Cape Town, Western Cape · Permanent · 1 Position

Connect South Africa's businesses to the future. The commission is yours to keep.

40yrs

Serving South Africa

100+

National Technicians

Uncapped

Commission Structure

ABOUT DAISY BUSINESS SOLUTIONS

40 years of South African business. One company. The full ICT stack.

Daisy Business Solutions has been serving South African businesses for four decades — evolving from office automation into one of the country's most complete technology providers. Today, Daisy delivers end-to-end solutions across connectivity, managed print, IT services, networking, telephony, and document management to businesses of every size, across every province.

Our Connectivity division is one of the fastest-growing parts of the business. With a strong existing client base, a large database of pre-loaded opportunities, and a full product suite that few competitors can match, our Sales Specialists have everything they need to close well and earn significantly from day one.

We are looking for one Sales Specialist in Cape Town — a dynamic ICT sales professional who is ready to build a meaningful book of business in one of South Africa's most commercially active markets, backed by Daisy's national infrastructure and 40-year track record.

Start with a running advantage

Unlike most new roles, you will not start from scratch. Daisy provides access to an existing customer base and a large database of pre-loaded opportunities from day one — so you can begin closing immediately while building your own pipeline for the long term.

The full ICT product suite is yours to sell

Connectivity, Managed IT, Networking, and Telephony — all under one roof. You can walk into any Cape Town business and design a complete technology solution. Bigger packages, longer relationships, and more commission per client.

100+ technicians and product specialists behind every deal

When you make a promise to a client, Daisy keeps it. Our national technical team, in-house finance, and product specialists ensure that every solution you sell is delivered on time and to spec — so you close the renewal too.

THE ROLE

What you will own

As a Sales Specialist (Connectivity) at Daisy, you are responsible for generating new business and growing a portfolio of connectivity and ICT clients across the Western Cape. You will design tailored solutions across the full Daisy product suite, present and close at all levels of seniority, and work closely with technical teams to ensure every commitment is delivered.

This is a specialist role. You are not just selling internet lines — you are designing complete business connectivity solutions, often involving multiple products, multiple stakeholders, and deals that have real strategic value for your clients. The complexity is what makes it rewarding. And Daisy gives you the training, the tools, and the support to operate at that level from the start.

Day-to-day responsibilities

- Generate new business across the Western Cape — targeting SME and enterprise clients with connectivity, networking, and ICT needs
- Manage and grow an existing portfolio of connectivity and ICT clients — cross-selling, upselling, and deepening solution penetration
- Design tailored solutions across the full Daisy product suite: Connectivity, Managed IT, Networking, and Telephony
- Present to, negotiate with, and close decision-makers at all levels of seniority — from IT managers to C-suite
- Build and maintain a pipeline at a minimum of three times monthly target coverage
- Collaborate closely with technical, delivery, and product specialist teams to ensure every solution is scoped and delivered accurately
- Manage the full sales cycle from discovery through to signed agreement, technical handover, and account retention
- Maintain accurate CRM records, pipeline data, and client account notes
- Consistently meet and exceed monthly revenue and GP targets

WHAT WE'RE LOOKING FOR

You're ready for this role if...

You have 3 to 5 years of ICT, connectivity, or Telco sales experience, and you understand solution selling in a technically complex environment. You know how to qualify a connectivity opportunity, design the right solution, manage the stakeholders, and close the deal. You are comfortable at executive level and you know how to navigate the longer cycles that enterprise ICT deals often involve.

You are not looking for a warm patch. You are looking for a platform with the product depth, the technical backing, and the earning structure that rewards genuine capability.

Essential requirements

- 3 to 5 years of B2B sales experience in ICT, Connectivity, Telecoms, or Managed IT services
- Proven ability to sell complex, multi-product ICT solutions — not just commodity internet lines
- Experience managing and growing a client portfolio as well as generating net new business
- Ability to present and negotiate at all levels — technical stakeholders, business owners, and C-suite
- Strong commercial acumen: solution costing, deal structuring, GP awareness
- CRM discipline and structured pipeline management
- Understanding of connectivity technologies: fibre, LTE, SD-WAN, MPLS, cloud networking advantageous
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Based in or able to commute to Cape Town.

Attributes we look for

- Technical curiosity — you invest in understanding the solutions you sell and you stay ahead of the market
- Consultative approach — you ask the right questions before proposing a solution
- Credibility at all levels — clients trust you because you know your product and you follow through
- Resilience and persistence — long ICT cycles require patience and consistent activity
- Collaboration — you work effectively with technical, delivery, and account teams to get the deal done

EARNINGS & COMPENSATION

The commission is yours to keep.

Daisy offers a market-related base salary with a fully uncapped commission structure. In a specialist connectivity role, your earnings are driven by the quality and complexity of the solutions you close — and those deals compound over time as your client base grows and renewals come in.

Base Salary	Market related — commensurate with experience
Commission	Fully uncapped — new business and account-based revenue
Earning Potential	Top performers earn exceptional annual packages — no ceiling
Incentives	Performance bonuses and recognition programme
Day One Advantage	Pre-loaded opportunities and existing customer base from day one

Commission is earned on gross profit generated from new business and account-based connectivity and ICT solutions. As your portfolio grows, recurring contract revenue compounds

your income — making this a role where long-term performers earn significantly more each year than they did the year before.

TRAINING & DEVELOPMENT

Full training from day one. Long-term career from there.

Daisy provides full structured training across the entire product suite — Connectivity, Managed IT, Networking, and Telephony — so that you are equipped to sell with confidence and credibility from the start. You will not be thrown in cold. You will be prepared, supported, and coached throughout your onboarding and beyond.

What your onboarding includes

- Structured product training across Connectivity, Managed IT, Networking, and Telephony
- Sales methodology coaching and deal strategy support from senior leadership
- Access to pre-loaded client opportunities and existing account briefings from day one
- Technical team introductions and collaborative deal design workshops
- Ongoing coaching and performance support throughout your ramp period



Daisy promotes from within. The fastest performers in our Connectivity division move into senior specialist, key accounts, and leadership roles within two to three years. If you are ready to build a long-term career in ICT sales, this is the right place to start.

LIFE AT DAISY

A specialist culture that backs the people who commit.

Daisy's Connectivity division is collaborative, technically strong, and commercially focused. You will work alongside product specialists, technical engineers, and a management team that is invested in your success — not just your output. Here is what that looks like day to day:

- Your pre-loaded pipeline is real. You start with existing opportunities — not a blank sheet. Day one has momentum.
- Your technical team is on your side. Engineers and product specialists collaborate with you on solution design and delivery. You are never alone in a complex deal.
- Your training is structured and ongoing. We invest in keeping our specialists sharp — product, commercial, and sales methodology.

- Your career path is clear. Specialist to Senior to Key Accounts to Leadership. We promote from within, based on results.
- Your wins are celebrated. Top performers are recognised across the business and rewarded without limits.

This is one seat. The Western Cape connectivity market is active, and Daisy is ready to move quickly. If you are the right person for this role, apply now.

ROLE DETAILS

Position overview

Position	Sales Specialist — Connectivity
Division	Connectivity
Location	Cape Town, Western Cape
Reports To	Regional Sales Manager — Connectivity
Employment Type	Permanent
Positions Available	1 — Urgent Hire
Start Date	As Soon As Possible
Salary	Market related
Commission	Fully uncapped
HR Contact	CPT-HR@daisy.co.za 021 507 5111

**CONNECT SOUTH AFRICA'S BUSINESSES TO THE
FUTURE.**

One seat. Apply now before it's filled.

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