

Senior Sales Executive

Office Automation · Westville, KZN · Permanent · Urgent Hire

Your earnings are limited only by your effort. OTE R600,000 – R1,500,000+.

40yrs Serving South Africa	550+ National Technicians	R1.5m+ Top Earning Potential p/a
--------------------------------------	-------------------------------------	--

ABOUT DAISY BUSINESS SOLUTIONS

40 years of South African business. A culture that still raises the bar.

Daisy Business Solutions has been at the forefront of South African business technology for four decades. What started as an office automation business has grown into one of the country's most complete technology and services providers — spanning managed print, connectivity, IT services, and document management.

We have national scale, established brands, deep client relationships, and an infrastructure that gives our salespeople a genuine advantage in every pitch. But what sets Daisy apart is the culture: performance-first, people-invested, and relentlessly focused on growth — both for the business and for the individuals who drive it.

Our senior salespeople choose to stay because results here are recognised, rewarded, and built on. The ones who perform at a high level build careers and incomes that very few companies in South Africa can come close to matching.

A portfolio that closes bigger deals

Print, document management, IT, connectivity, and managed services under one roof. As a Senior Sales Executive, you can offer clients complete, integrated solutions — which means more value per deal, longer relationships, and compounding income over time.

The infrastructure behind every promise

Over 550 technicians nationally, in-house finance, dedicated product specialists, and a full back-office team. Your job is to sell and build relationships. Daisy backs every commitment you make to a client.

Results are recognised here — loudly

We don't manage potential. We reward output. Top performers earn serious money, gain visibility across the business, and move into leadership faster than anywhere else in the industry.

THE ROLE

What you will own

As a Senior Sales Executive in Daisy's Office Automation division, you are responsible for two

things: actively hunting and closing new business across the KZN region, and intelligently managing and growing an existing base of clients with open opportunities ready to be converted. You carry a personal revenue target, you build your own pipeline, and you operate with the autonomy of someone who has already proven they can close.

This is a senior individual contributor role. You will not be managing a team — but you will be expected to operate at a level that sets the standard for the people around you. The compensation reflects that expectation.

Day-to-day responsibilities

- Hunt for new business opportunities with a primary focus on KZN — with the autonomy to pursue and close quality deals nationally where the opportunity exists
- Manage and develop an existing base of clients, identifying and closing deals that are ready to progress within current accounts
- Build and maintain a pipeline at a minimum of three times monthly target coverage — always forward-looking, always active
- Build lasting relationships with both current and prospective clients, positioning yourself as a trusted advisor rather than a transactional rep
- Conduct professional client discovery sessions, present tailored office automation and technology solutions, and close with commercial confidence
- Prepare competitive proposals, negotiate terms and pricing, and close deals with speed and conviction
- Manage the full sales cycle from first engagement through to signed agreement, implementation handover, and ongoing account ownership
- Maintain accurate CRM records and pipeline data — protecting and progressing every opportunity with discipline
- Consistently meet and exceed monthly GP and revenue targets — setting the benchmark for performance in your division

WHAT WE'RE LOOKING FOR

You're ready for this role if...

You have 3 to 5 years of B2B sales experience and a track record that speaks for itself. You have operated in competitive, solution-based selling environments — ideally in Office Automation, IT services, or Telecoms — and you know how to close on value, handle a complex cycle, and protect a pipeline under pressure.

At the Senior level, we also expect something beyond just closing ability. We expect commercial maturity — the ability to read a room, structure a deal, manage a relationship over time, and set the standard for what good looks like in a sales environment.

Essential requirements

- 3 to 5 years of B2B sales experience with a strong, verifiable track record in new business and account management
- Background in Office Automation, Managed Print Services, IT services, or Telecoms strongly preferred
- Demonstrated ability to close in competitive, solution-based selling environments — both short and longer cycle
- Proven account management capability — able to identify, develop, and close within an existing client base
- Strong commercial acumen: GP awareness, deal structuring, value-based negotiation

- CRM discipline — structured pipeline management and accurate forecasting are non-negotiable
- Professional communication and presentation skills — boardroom-ready when it matters
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Willingness to travel within KZN, with the flexibility to pursue national opportunities

Attributes we look for at the senior level

- Hunter and farmer in balance — you can open new doors and protect the ones you have already walked through
- Commercial maturity — you think about margin, not just revenue, and you structure deals with long-term value in mind
- Influence without authority — clients trust you, internal stakeholders respect you, and your pipeline reflects both
- Resilience and consistency — you perform in a good month and you perform in a hard one
- Coachability and curiosity — you are experienced enough to know what works and humble enough to keep improving

EARNINGS & COMPENSATION

Your earnings are limited only by your effort.

Daisy offers a competitive base salary with a fully uncapped commission structure. At the Senior Sales Executive level, the earning potential is substantial — and the structure is designed to compound over time as you build and retain a growing client base alongside new business wins.

Base Salary	Market Related
Commission	Fully uncapped — new business and account-based revenue
On-Target Earnings	R600,000 – R1,500,000 per year
Top Performer Ceiling	R1,500,000+ annually — no cap
Incentives	Performance bonuses, recognition programme, and accelerators

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

CAREER DEVELOPMENT

Senior is a starting point, not a ceiling.

At Daisy, career progression is driven by performance and demonstrated readiness — not time served. Joining at the Senior Sales Executive level puts you one well-executed year away from a leadership conversation. Our best Sales Managers and Regional Directors came through this exact role.

<p>01</p> <p>Senior Sales Executive</p> <p>You are here — hunting, closing, and building key accounts</p>	<p>02</p> <p>Key Accounts Manager</p> <p>Owning strategic relationships and complex enterprise deals</p>	<p>03</p> <p>Sales Manager</p> <p>Leading and coaching your own team, driving divisional revenue</p>	<p>04</p> <p>Regional Leadership</p> <p>Owning the region, setting strategy, shaping the future</p>
---	--	--	---

We invest in the development of our senior individual contributors through formal product training, sales methodology coaching, and access to senior leadership mentorship. If you want to grow into management, we will prepare you for it while you are still delivering as a rep.

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 for a Senior Sales Executive at Daisy:

- Your autonomy is real. You manage your own territory, your own pipeline, and your own 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 relationships matter. Daisy is in this business for the long term. We encourage our senior reps to build deep client partnerships — not just close and move on.
- Your wins are celebrated. Top performers are recognised publicly, rewarded financially, and given visibility across the business.
- Your development is structured. New joiners receive full product onboarding, sales methodology coaching, and a ramp plan designed to get you to target as fast as possible.

Four decades in, 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	Senior Sales Executive
Division	Office Automation
Location	Westville, KZN
Reports To	Regional Sales Manager
Employment Type	Permanent
Positions Available	Urgent Hire — Apply Immediately
Start Date	As Soon As Possible

Base Salary	R30,000 – R45,000 CTC per month
OTE	R600,000 – R1,500,000+ per year
HR Contact	KZN-HR@daisy.co.za 031 328 2000

WE'RE NOT LOOKING FOR A CV. WE'RE LOOKING FOR A WINNER.

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

KZN-HR@daisy.co.za

031 328 2000