

DAISY BUSINESS SOLUTIONS

# Senior Sales Executive

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

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

**40yrs**

Serving South Africa

**550+**

National Technicians

**Uncapped**

Commission Structure

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. From office automation to managed print, connectivity, IT services, and document management — we have grown into one of the country's most complete technology providers, with deep roots in Cape Town and the Western Cape.

Our Cape Town team is one of the most active in the business — and we are looking for a Senior Sales Executive who can match that energy, build on an established client base, and bring new business to the table at the level this role demands.

Senior performers at Daisy earn exceptional packages, receive genuine career development, and operate with the autonomy and respect that comes from having already proven they can deliver. This is a role for someone who is ready to step into that environment and make their mark.

### A portfolio that closes bigger deals

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

### The infrastructure behind every promise

550+ technicians nationally, in-house finance, and dedicated product specialists. 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 Western Cape, and intelligently managing and growing an existing client base with open opportunities ready to convert. You carry a personal revenue target and 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 the Western Cape — with the autonomy to pursue and close quality deals nationally
- Manage and develop an existing client base, 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
- Conduct professional client discovery sessions, present tailored office automation 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 build client relationships that compound over time. At Senior level, we also expect commercial maturity: the ability to read a room, structure a deal, and set the standard for what good looks like.

## Essential requirements

- 3 to 5 years of B2B sales experience with a strong, verifiable new business and account management track record
- 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 — identifying, developing, and closing within an existing client base
- Strong commercial acumen: GP awareness, deal structuring, value-based negotiation
- CRM discipline — structured pipeline management and accurate forecasting
- Professional communication and presentation skills — boardroom-ready when it matters
- 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.

## Senior-level attributes we look for

- Hunter and farmer in balance — you open new doors and protect the ones you have already walked through
- Commercial maturity — you think about margin and long-term value, not just the monthly target
- Influence without authority — clients trust you and internal stakeholders respect you
- Resilience and consistency — you perform in a good month and you perform in a hard one
- Coachability — experienced enough to know what works, humble enough to keep improving

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## EARNINGS & COMPENSATION

### Your earnings are limited only by your effort.

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

|                          |                                                               |
|--------------------------|---------------------------------------------------------------|
| <b>Base Salary</b>       | Market related — competitive and commensurate with experience |
| <b>Commission</b>        | Fully uncapped — new business and account-based revenue       |
| <b>Earning Potential</b> | Top performers earn exceptional annual packages — no ceiling  |
| <b>Incentives</b>        | Performance bonuses, recognition programme, and accelerators  |

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 top performers an increasingly powerful annuity layer on top of new business earnings.

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## 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 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.



We invest in 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.

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### 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 Cape Town:

- 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 relationships matter. 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. Full product onboarding, coaching, and a ramp plan designed to get you to target fast.

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.

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### ROLE DETAILS

## Position overview

|                            |                                   |
|----------------------------|-----------------------------------|
| <b>Position</b>            | Senior Sales Executive            |
| <b>Division</b>            | Office Automation                 |
| <b>Location</b>            | Cape Town, Western Cape           |
| <b>Reports To</b>          | Regional Sales Manager            |
| <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>          | Fully uncapped                    |
| <b>HR Contact</b>          | CPT-HR@daisy.co.za   021 507 5111 |

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

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

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