

DAISY BUSINESS SOLUTIONS

Business Generator

Lead Generation Specialist · Bryanston, Johannesburg · Permanent

Your voice is your superpower. The commission is yours to earn.

40yrs

Serving South Africa

100+

National Technicians

Now

Hiring Immediately

ABOUT DAISY BUSINESS SOLUTIONS

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

Daisy Business Solutions has been helping South African businesses grow, connect, and operate more effectively for four decades. From office automation to connectivity, managed IT, telephony, networking, software, document management, and security solutions — Daisy is one of the most complete business technology providers in the country, serving clients of every size, across every province.

We are not just growing — we are deliberately building a world-class business development function. The Business Generator role sits at the engine of that growth: identifying the right opportunities, opening the right conversations, and handing those conversations to the right people with precision and momentum.

If you are someone who thrives on outbound activity, loves a challenge, and wants to build a high-income sales career from the ground up — this is where that career starts.

A real product portfolio behind every call

You will be representing one of South Africa's most established ICT and business solutions brands — Telco, Connectivity, Office Automation, Security, and Managed IT. That is a product suite that opens doors.

Uncapped earning potential from day one

Your basic salary is market-related and competitive. Your commission is fully uncapped. The more qualified appointments you set and the more pipeline you build, the more you earn — with no ceiling.

A launchpad, not a dead end

High performers in this role move into full Sales Executive, Account Manager, and Business Development positions. Daisy promotes from within. This role is the start of a trajectory, not just a job.

THE ROLE

What you will own

As a Business Generator at Daisy, your primary job is to open doors. You will conduct high-volume outbound calling to prospective B2B clients, engage decision-makers, qualify opportunities, and book appointments and product demonstrations for the sales team. Your output directly feeds the revenue pipeline — which means your contribution is visible, measurable, and rewarded.

Success after six months looks like this: you are consistently meeting or exceeding your weekly activity targets — calls made, qualified leads generated, appointments set. Your hand-offs are clean, accurate, and so good that the sales team actively requests your leads. You have mastered the CRM, developed confidence in objection handling, and are recognised as a top contributor to the business development team.

Day-to-day responsibilities

- Conduct high-volume outbound cold calls to prospective B2B clients across Daisy's target markets and sectors
- Identify and engage the right decision-makers — qualify them confidently and move them forward with purpose
- Schedule and hand off appointments and product demonstrations to the sales team with accuracy and full context
- Maintain clean, detailed, and up-to-date records of all outreach, conversations, and outcomes in the CRM
- Follow up consistently with all leads to maintain cadence and momentum across a structured pipeline
- Collaborate with sales and marketing to sharpen outreach messaging, refine targeting, and improve conversion rates

WHAT WE'RE LOOKING FOR

You're built for this if...

You are resilient, competitive, and genuinely motivated by results. You handle rejection without losing momentum. You communicate with clarity and confidence. You take ownership of your numbers and do not wait to be told what to do. Experience in cold calling, telemarketing, or lead generation is preferred — but attitude, energy, and hunger matter just as much at this level.

Essential requirements

- Proven experience in cold calling, telemarketing, or lead generation — 1 or more years preferred
- Track record of meeting or exceeding activity targets, KPIs, or sales quotas

- Experience in a B2B sales environment is highly advantageous
- Confident and persuasive verbal communicator with strong active listening skills
- Comfortable working with CRM systems and sales tracking tools
- Strong organisational and time management skills — you work a full day with discipline and structure
- Matric essential. Sales, marketing, or business qualification advantageous.
- Based in or able to commute to Bryanston, Johannesburg. No vehicle or travel required.

Attributes we look for

- Resilient — you hear 'no' and you dial again. Rejection is data, not defeat.
- Competitive — you want to be at the top of the activity board and you do what it takes to get there
- Hungry — you are motivated by results and you take your earning potential seriously
- Coachable — you take feedback, apply it immediately, and improve week on week
- Optimistic — you carry energy into every call and project confidence even on hard days

EARNINGS & COMPENSATION

Dial in. Earn big. The ceiling is yours to set.

Daisy offers a market-related basic salary with a fully uncapped commission structure. Your commission is directly tied to the quality and volume of qualified appointments you generate — meaning the harder you work, the more you earn. Top performers in similar roles consistently exceed their base packages through commission alone.

Base Salary	Market related — competitive and commensurate with experience
Commission	Fully uncapped — tied directly to qualified appointments and lead quality
Earning Potential	Top performers significantly exceed their base package through commission
Incentives	Performance recognition and team incentive programmes
Growth	Clear path into full sales roles with increased earning potential

The more qualified appointments you set, the more the sales team closes. The more they close, the more your commission grows. This is a role where your effort has a direct and measurable impact on your income — from week one.

TRAINING & DEVELOPMENT

Full onboarding. Ongoing coaching. A real career path.

You will not be thrown in cold. Daisy provides structured product and systems onboarding from day one, along with ongoing coaching from an experienced sales leadership team. You will be trained

to represent the Daisy portfolio with confidence — and supported throughout your ramp period and beyond.

What your onboarding includes

- Full product onboarding across Daisy's portfolio — Telco, Connectivity, Office Automation, Security, and Managed IT
- CRM and sales tools training — you will be comfortable in the system from week one
- Outbound calling frameworks, objection handling techniques, and qualification methodology
- Ongoing coaching sessions with sales leadership throughout your ramp period
- Regular performance feedback, activity reviews, and structured development conversations



Daisy promotes from within based on performance. Strong Business Generators become Sales Executives. Strong Sales Executives become Account Managers. The path is real, the promotions are earned, and the progression is supported — not just promised.

LIFE AT DAISY

A high-energy culture built for people who want to win.

Daisy's business development environment is fast-paced, collaborative, and unapologetically results-oriented. You will work alongside a team that celebrates activity, rewards performance, and invests in people who show up ready to work. Here is what the culture looks like from the inside:

- Your effort is visible and rewarded. Activity targets are tracked and top performers are recognised publicly.
- Your coaching is real. Sales leadership is accessible, invested, and focused on helping you improve every week.
- Your product knowledge grows fast. Daisy's full portfolio is trained in from day one — you will never feel underprepared.
- Your career path is supported. Promotions from Business Generator into full sales roles happen regularly and by design.
- Your wins matter. Daisy celebrates the people who drive growth — because without you, there is no pipeline.

Bryanston, Johannesburg. Permanent. Starting as soon as possible. If you are hungry, coachable, and competitive — we want to hear from you today.

ROLE DETAILS

Position overview

Position	Business Generator (Lead Generation Specialist)
Division	Sales / Business Development
Location	Bryanston, Johannesburg
Reports To	Regional Sales Manager
Employment Type	Permanent
Positions Available	1
Travel Required	None
Own Vehicle Required	No
Start Date	As Soon As Possible
Salary	Market related — competitive
Commission	Fully uncapped
HR Contact	hr-gp@daisy.co.za 011 244 5000

READY TO TURN CONVERSATIONS INTO COMMISSIONS?

We're screening candidates now. If you're hungry, coachable, and competitive — apply today.

hr-gp@daisy.co.za
011 244 5000