

DAISY BUSINESS SOLUTIONS

Sales Specialist — Connectivity

Connectivity · Bryanston, Johannesburg · 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. In Johannesburg — the commercial heartbeat of South Africa — the demand for reliable, scalable, and intelligently designed connectivity solutions is at an all-time high. We have a strong existing client base, a large database of pre-loaded opportunities, and a full product suite that few competitors can match.

We are looking for one Sales Specialist based in Bryanston — a dynamic ICT sales professional ready to build a meaningful book of business in Gauteng, backed by Daisy's national infrastructure and 40-year track record.

Start with a running advantage

Access to an existing customer base and a large database of pre-loaded opportunities from day one. 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. Walk into any Johannesburg 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 every solution you sell is delivered on time and to spec.

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 Gauteng region. 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.

Johannesburg is one of Africa's most active ICT markets. The businesses here need reliable, well-designed connectivity solutions — and they are willing to invest in the right partner. Daisy gives you the product depth, the training, and the support to be that partner. Your job is to find the opportunities, design the solutions, and close the deals.

Day-to-day responsibilities

- Generate new business across the Gauteng region — 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 — 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 accurate solution scoping and delivery
- 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 operating at executive level and you know how to navigate longer cycles that enterprise ICT deals often involve.

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 alongside net new business generation
- 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 Bryanston, Johannesburg.

Attributes we look for

- Technical curiosity — you invest in understanding the solutions you sell and 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 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, competitive 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 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.

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 you are equipped to sell with confidence and credibility from day one. You will not be thrown in cold. You will be prepared, supported, and coached throughout 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.

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 invested in your success. Here is what that looks like in Johannesburg:

- 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.
- 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. Johannesburg's connectivity market moves fast and Daisy is ready to move with it. If you are the right person for this role, apply now.

ROLE DETAILS

Position overview

Position	Sales Specialist — Connectivity
Division	Connectivity
Location	Bryanston, Johannesburg (Gauteng)
Reports To	Regional Sales Manager — Connectivity
Employment Type	Permanent
Positions Available	1 — Urgent Hire
Start Date	As Soon As Possible
Salary	Market related — competitive
Commission	Fully uncapped
HR Contact	hr-gp@daisy.co.za

CONNECT SOUTH AFRICA'S BUSINESSES TO THE FUTURE.

One seat. Apply now before it's filled.

hr-gp@daisy.co.za