DAISY BUSINESS SOLUTIONS

Connectivity Solution Specialist

Plattekloof, Cape Town · Full-time · Sales

1	Cape Town	Sales	Uncapped
POSITION	LOCATION	DIVISION	COMMISSION

About the Role

Daisy Business Solutions has been serving South African businesses for 40 years, and we're looking for a driven Connectivity Solution Specialist to join our sales team in Cape Town. This is a hunter role with real earning power: one seat, the full Daisy product suite, and fully uncapped commission on top of your base.

You'll generate new business and grow a portfolio of connectivity and ICT clients across the Western Cape, designing tailored solutions and closing deals at every level of seniority. You won't be starting cold — you'll have an existing customer base and a large database of pre-loaded opportunities from day one, backed by more than 100 national technicians and in-house product specialists.

Uncapped Earnings

Fully uncapped commission on top of your base. The more you close, the more you earn — no ceiling.

Leads from Day One

An existing customer base and a large database of pre-loaded opportunities, ready for you to work.

Backed to Win

Full training across Connectivity, Managed IT, Networking and Telephony, with 100+ technicians behind every deal.

What You'll Do

- Generate new business and grow a portfolio of connectivity and ICT clients across the Western Cape
- Work an existing customer base and a large database of pre-loaded opportunities to build a strong pipeline
- Design tailored solutions across the full Daisy product suite — Connectivity, Managed IT, Networking and Telephony
- Present, negotiate and close deals with decision-makers at all levels of seniority
- Collaborate with technical teams and in-house product specialists to deliver every commitment on time
- Build long-term client relationships that lead to repeat and expanded business

What You'll Bring

Experience

- 3–5 years' ICT sales experience, with a background in connectivity or telco
- A track record of presenting, negotiating and closing deals with business clients
- Experience selling Managed IT, networking or telephony solutions is advantageous

Skills & Competencies

- Dynamic, results-driven and motivated by uncapped earnings

- Strong presentation, negotiation and closing skills
- Ability to design tailored solutions around each client's needs
- A natural relationship-builder who works well alongside technical teams
- Hunger to build a long-term career in ICT sales

Qualifications

- A relevant sales, business or ICT qualification is advantageous

Success in Your First 6 Months

- Training completed across Connectivity, Managed IT, Networking and Telephony
- A solid understanding of your existing customer base, with pre-loaded opportunities actively being worked
- A healthy, growing pipeline of new-business opportunities across the Western Cape
- Consistent deal closures and commission earned
- Strong working relationships with the technical teams and product specialists behind your deals

Your Career Path

1. Connectivity Solution Specialist → **2.** Key Account Manager → **3.** Business Development Manager → **4.** Sales Manager

Life at Daisy

For 40 years, Daisy has helped South African businesses stay connected — and we've done it by backing our people. You'll get full product training, the support of more than 100 national technicians and in-house specialists, and an environment where performance is recognised and rewarded. If you're competitive, driven and ready to build a long-term career, this is your seat.

Role Details

Job Title	Connectivity Solution Specialist
Division	Sales
Location	Plattekloof, Cape Town
Reports To	National IT Sales Director
Employment Type	Full-time, Permanent
Number of Positions	1
Salary	Market related — competitive and commensurate with experience, plus fully uncapped commission
HR Contact	CPT-HR@daisy.co.za

Ready to Apply?

Send your CV to CPT-HR@daisy.co.za.

Daisy Business Solutions is an equal opportunity employer.