

DAISY BUSINESS SOLUTIONS

ICT Sales Specialist

Connectivity · Bryanston, Johannesburg · Permanent · 4 Positions Available

Connect South Africa's businesses to the future. The commission is yours to keep.

40yrs

Serving South Africa

100+

National Technicians

4

Open Positions

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, software, 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 — demand for reliable, scalable, intelligently designed ICT solutions is at an all-time high. We are expanding our Bryanston-based ICT Sales Specialist team and looking for four driven individuals who are ready to build a real career in this space.

What sets this opportunity apart: you are not starting from a blank sheet. Daisy provides access to an existing customer base, a large database of pre-loaded opportunities, industry-leading product specialists, and a national service footprint — from day one. Your job is to engage, qualify, present, and close.

Start with a pre-qualified advantage

You will have access to an existing customer base and a large database of pre-loaded leads from day one — so you begin closing immediately while building your own long-term portfolio alongside it.

The full ICT product suite behind every pitch

Connectivity, Managed IT, Networking, Telephony, Software, and ICT products — all under one roof. You design bespoke solutions for each client's specific requirements, which means more relevant pitches, higher close rates, and bigger deals.

Industry-leading product specialists on your team

You will never be alone in a complex deal. Daisy's in-house product specialists, 100+ national technicians, and a full back-office team are behind every solution you propose and every commitment you make.

THE ROLE

What you will own

As an ICT Sales Specialist in Daisy's Connectivity division, you are responsible for engaging and closing a portfolio of ICT clients across the Gauteng region. You will work from a pre-qualified base of leads, promote Daisy's full range of ICT products and services, build bespoke solutions for each client, and develop long-term relationships that generate recurring revenue.

Success in this role is measured by your ability to build a strong book of business within 6 months — a growing client base that uses Daisy's Connectivity, IT, Telco, and ICT products and services — and then maintain and grow those relationships over time. You will be expected to hit target, build pipeline, and operate with the commercial discipline of someone who takes their earnings seriously.

Day-to-day responsibilities

- Contact and engage customers from a pre-qualified base of leads — qualifying opportunities and progressing them through the sales cycle
- Promote Daisy's full range of ICT products and services — Connectivity, Managed IT, Networking, Telephony, Software, and more
- Build bespoke, tailored solutions for each individual client's specific business requirements
- Present, negotiate, and close deals at all levels of seniority — from IT managers to business owners and C-suite
- Build and maintain strong relationships with both new and existing clients throughout the customer lifecycle
- Manage your pipeline with CRM discipline — every opportunity tracked, followed up, and progressed
- Collaborate closely with technical teams, product specialists, and delivery teams to ensure every solution is scoped and delivered accurately
- 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 sales or account management experience in the Connectivity, ICT, Telco, or Managed Services space. You know how to engage clients at all levels, identify their pain points and technology gaps, and present solutions that genuinely address their needs. You are self-motivated, target-driven, and competitive — and you want to be in an environment that rewards all three.

Essential requirements

- 3 to 5 years of sales or account management experience in Connectivity, ICT, Telecoms, or Managed Services
- Proven ability to engage, develop, and close relationships with new and existing clients
- Ability to identify client concerns and technology gaps — and present tailored solutions that resolve them
- Strong communication, presentation, and influencing skills across all seniority levels
- Commercial acumen: deal structuring, GP awareness, solution costing
- CRM discipline and structured pipeline management
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Based in or able to commute to Bryanston, Johannesburg. Travel within Gauteng required.

Attributes we look for

- Self-motivated and target-driven — you hold yourself accountable without needing to be managed
- Competitive — you want to be at the top of the board, and you back that up with consistent activity
- Technically curious — you invest in understanding the solutions you sell and you stay ahead of the market
- Relationship-focused — you build genuine partnerships with clients, not just transactional interactions
- Resilient — you treat a lost deal as a data point, not a setback

EARNINGS & COMPENSATION

Market-leading salary. The commission is yours to keep.

Daisy offers a market-leading base salary with a fully uncapped commission structure. In an ICT specialist role with a pre-loaded pipeline and the full Daisy product suite behind you, your earnings potential is substantial from day one — and grows significantly as your client base compounds over time.

Base Salary	Market leading — competitive and commensurate with experience
Commission	Fully uncapped — new business and account-based ICT revenue
Earning Potential	Top performers earn exceptional annual packages — no ceiling
Incentives	Performance bonuses and recognition programme
Day One Advantage	Pre-loaded leads and existing customer base from day one

Commission is earned on gross profit from new business closed and from ongoing account-based ICT revenue. As your client portfolio grows, recurring contract revenue compounds your income — making this a role where the best performers earn significantly more each year than the year before.

TRAINING & DEVELOPMENT

Full training from day one. A real career from there.

Daisy provides comprehensive, structured training across every product and system in the portfolio — so you are equipped to pitch, present, and close with confidence from the start. You will not be thrown in cold. You will be trained, supported, and coached from day one.

What your onboarding includes

- Full product training across Connectivity, Telco, Managed IT, Networking, Software, and ICT products
- Sales training on opening opportunities, presenting solutions, and closing deals effectively
- Training on all Daisy internal systems and platforms
- Access to pre-loaded leads and existing customer briefings from day one
- Ongoing coaching and performance support throughout your ramp period and beyond



Daisy actively promotes from within based on performance. Strong performers in this role move into Team Leader and Management positions — and we support that progression intentionally, not just in theory.

LIFE AT DAISY

A specialist culture built for people who want to win.

Daisy's Connectivity and ICT division is fast-paced, collaborative, and commercially serious. You will work alongside product specialists, technical engineers, and a leadership team that is invested in your success and your results. Here is what day-to-day looks like in Bryanston:

- Your pipeline is pre-loaded. You start with qualified leads and existing accounts — not a blank sheet.
- Your product specialists are on your side. Complex deals have technical support built in from day one.
- Your training is real and ongoing. We keep our ICT specialists current — product, commercial, and sales methodology.
- Your performance is recognised. Top performers are celebrated publicly and rewarded without limits.
- Your career path is clear and supported. Team Leader to Management is a real outcome here, not just a line on a job advert.

Four positions. Gauteng. Starting ASAP. If you are an ICT sales professional who is ready to step into a role where your effort determines your income, we want to hear from you.

ROLE DETAILS

Position overview

Position	ICT Sales Specialist
Division	Connectivity
Location	Bryanston, Johannesburg (Gauteng)
Reports To	Connectivity Sales Manager
Employment Type	Permanent
Positions Available	4 — Urgent Hire
Travel	Gauteng only
Start Date	As Soon As Possible
Salary	Market leading — competitive
Commission	Fully uncapped
HR Contact	Hr-gp@daisy.co.za 011 244 5000

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FUTURE.

4 seats. We're screening candidates now. Apply before they're gone.

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