

DAISY BUSINESS SOLUTIONS

IT Sales Representative

Managed Services · Port Elizabeth, Eastern Cape · Permanent · 1 Position

Grow Daisy's IT Managed Services division in Port Elizabeth. Uncapped commission.

40yrs

Serving South Africa

100+

National Technicians

1

Open Position

ABOUT DAISY BUSINESS SOLUTIONS

40 years of South African business. The full IT stack.

Daisy Business Solutions has been a trusted technology partner to South African businesses for four decades. Today, Daisy delivers end-to-end Managed IT Services — including Microsoft 365, Networking, Server infrastructure, Cloud solutions, and Cybersecurity — alongside its established Telco, Connectivity, and Office Automation portfolio. With 100+ national technicians and a proven delivery track record, Daisy gives IT sales professionals a product suite and support infrastructure that is genuinely competitive at every level.

We are looking for a driven, results-oriented IT Sales Representative to grow Daisy's Managed Services division in Port Elizabeth. This is a priority hire — the role is available now, the product portfolio is broad and in demand, and the commission structure is fully uncapped. If you have the track record and the drive, the opportunity is ready for you.

A broad, in-demand technology portfolio

You will sell across Microsoft 365, Networking, Server, Cloud, Cybersecurity, and the full Managed IT Services suite — solutions that every business needs, and that Daisy delivers with a national support infrastructure behind them.

Solutions Specialist support on every complex deal

You will not be selling alone. Daisy's in-house Solutions Specialists and technical teams work alongside you to scope, propose, and close complex managed services opportunities — so your time goes on selling, not on becoming a technical expert from scratch.

Uncapped commission on new and recurring revenue

Your commission is earned on new business closed and on the ongoing annuity revenue from managed services contracts. As your recurring base grows, so does your monthly income — compounding year on year with no ceiling.

THE ROLE

What you will own

As an IT Sales Representative for Managed Services at Daisy, you are responsible for generating new business across Port Elizabeth's commercial market — identifying IT opportunities, engaging decision-makers, scoping solutions with the support of Daisy's technical specialists, and closing contracts that build a recurring revenue base. You own your pipeline, you own your targets, and you own the client relationships you build.

Success after six months means consistently hitting monthly sales targets, building a strong pipeline of recurring revenue opportunities, growing annuity income through managed services contracts, and becoming a trusted technology advisor to your client base. The best performers in this role build income that compounds — because managed services contracts mean last month's closed deal is still earning you commission next year.

Day-to-day responsibilities

- Generate new business through cold calling, networking, referrals, and existing client relationships — building a strong Port Elizabeth pipeline from the ground up
- Identify opportunities for Managed IT Services, Microsoft 365, Networking, Server, Cloud, and Cybersecurity solutions across target markets
- Book and attend client meetings — qualifying opportunities, building relationships, and progressing deals through the full sales cycle
- Work with Daisy's Solutions Specialists to scope solutions, prepare proposals, and close managed services contracts
- Maintain a healthy, well-managed sales pipeline — tracking every opportunity through the CRM with discipline and accuracy
- Meet and exceed monthly sales targets — new business and recurring managed services revenue

WHAT WE'RE LOOKING FOR

You're ready for this role if...

You have a minimum of three years of sales experience in IT, Telecoms, Connectivity, Cybersecurity, or Office Automation — and a proven track record in new business development. You know how to identify an opportunity, build a relationship, position a solution, and close a deal. You are self-motivated, target-driven, and genuinely competitive. You want to be in an environment where your earnings are tied directly to your effort — and where the commission has no ceiling.

Essential requirements

- Minimum 3 years of sales experience — in IT, Telecoms, Connectivity, Cybersecurity, or Office Automation
- Proven track record in new business development — you can demonstrate it with numbers
- Strong commercial communication skills — confident presenting to IT managers, business owners, and C-suite decision-makers

- Ability to understand business needs, position technology solutions, and negotiate commercial terms to close
- Self-motivated and target-driven — you manage your own pipeline, activity, and performance without needing to be managed
- Matric and valid driver's licence. Own reliable vehicle required. Frequent travel within Port Elizabeth area.

Attributes we look for

- Commercially sharp — you understand the value of managed services recurring revenue and you sell for annuity, not just once-off
- Relationship-focused — you build trusted advisor status with clients that generates referrals and repeat business
- Disciplined — your pipeline is clean, your CRM is accurate, and your forecast is reliable
- Resilient — you manage competing priorities, client objections, and a full travel schedule without losing momentum
- Ambitious — you want to grow into Key Account Management and Sales Management and you are actively building towards it

EARNINGS & COMPENSATION

Market-related salary. Fully uncapped commission. Recurring income.

Daisy offers a competitive market-related basic salary alongside a fully uncapped commission structure. In a Managed Services role, your commission compounds — new contracts generate recurring monthly revenue, meaning the deals you close this month are still earning you income 12, 24, and 36 months from now. Top performers in similar roles earn significantly more each year than the year before.

Base Salary	Market related — competitive and commensurate with experience
Commission	Fully uncapped — new business and recurring managed services revenue
Earning Potential	Compounds year-on-year as your annuity base grows — no ceiling
Incentives	Performance recognition programme for top performers
Support	Solutions Specialists and technical teams available on all complex deals

TRAINING & DEVELOPMENT

Product training, technical support, and a clear career path.

Daisy provides comprehensive product and solution training from day one — ensuring you can sell the full Managed IT Services portfolio with confidence. You will have ongoing access to Solutions

Specialists and technical teams who support you through every complex deal. You are never selling alone.

What your onboarding includes

- Full product training across Daisy's Managed IT Services portfolio — Microsoft 365, Networking, Server, Cloud, and Cybersecurity
- Sales methodology and solution-selling training focused on the managed services environment
- CRM and pipeline management onboarding — best practice for managing a high-volume new business pipeline
- Ongoing support from Solutions Specialists and technical teams on all scoping, proposal, and deal-closing activity



Daisy promotes from within based on performance. Strong IT Sales Representatives grow into Key Account Management and Sales Management — and the managed services background you build in this role creates a strong foundation for every step up.

LIFE AT DAISY

A high-growth IT division. A serious opportunity in Port Elizabeth.

Daisy's IT Managed Services division is one of the fastest-growing parts of the business — driven by demand for cloud, cybersecurity, and managed technology solutions across every sector of the South African economy. In Port Elizabeth, this opportunity is wide open. You will be operating in a market where Daisy's product portfolio is relevant to virtually every business you call on, with the full weight of a nationally established company behind every conversation you have.

- Your portfolio sells itself. Managed IT, Microsoft 365, Cloud, and Cybersecurity are in demand — and Daisy delivers all of them.
- Your technical support is real. Solutions Specialists work alongside you — you never go into a complex deal unprepared.
- Your income compounds. Every managed services contract you close is recurring revenue — building your monthly commission base permanently.
- Your career path is clear. Senior Rep to Key Account Manager to Sales Manager — and Daisy delivers on those promotions.

- Your company has 40 years behind it. You are not selling a start-up — you are selling one of SA's most established IT providers.

Port Elizabeth, Eastern Cape. Permanent. Priority hire. If you are a driven IT or Managed Services sales professional with 3+ years of new business experience and a hunger to build a high-income recurring revenue portfolio — apply today.

ROLE DETAILS

Position overview

Position	IT Sales Representative — Managed Services
Division	IT / Managed Services
Location	Port Elizabeth, Eastern Cape
Reports To	Sales Manager / Regional Manager
Employment Type	Permanent
Positions Available	1 — Priority Hire
Experience Required	Min. 3 years in IT, Telecoms, or Managed Services sales
Own Vehicle	Required — with valid driver's licence
Travel	Frequent — Port Elizabeth area
Start Date	As Soon As Possible
Salary	Market related + uncapped commission
HR Contact	Daisy-EC-HR@daisy.co.za 031 328 2000

GROW DAISY'S IT MANAGED SERVICES DIVISION IN PORT ELIZABETH.

Priority hire. 1 position. Apply today.

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