

DAISY BUSINESS SOLUTIONS

Sales Representative — New Business

Office Automation · Bryanston, Johannesburg · Permanent · Urgent Hire

**Serving South African businesses for 40 years. Uncapped commission.
The ceiling is yours to set.**

40yrs

Serving South Africa

550+

National Technicians

Uncapped

Commission Structure

ABOUT DAISY BUSINESS SOLUTIONS

40 years of South African business. A culture built on closing.

Daisy Business Solutions has been at the forefront of South African business technology for four decades. From our origins in office automation, we have grown into one of the country's most complete technology providers — spanning managed print, connectivity, IT services, and document management across every major province.

In Johannesburg and the greater Gauteng region, Daisy is an established name with deep client relationships, a strong market presence, and a team of sales professionals who consistently outperform the market. We are growing that team — and looking for proven closers who want to be part of something that rewards results without limits.

Our salespeople stay because their income here reflects their effort — not someone else's decision about what they should earn. If you perform, you will be recognised, rewarded, and given a clear path forward.

A portfolio that gives you the edge

Print, document management, IT, connectivity, and managed services — all under one roof. You walk into any Johannesburg business and offer complete solutions, which means bigger deals, longer client relationships, and more ways to earn.

The support structure is real

550+ technicians nationally, in-house finance, and product specialists behind every deal. Your job is to close. Daisy backs every promise you make to a client.

Performance is recognised here — loudly

We don't reward tenure. We reward output. The reps who put in the work earn serious money, gain visibility across the business, and move into senior roles faster than anywhere else in the industry.

THE ROLE

What you will own

As a Sales Representative (New Business) in Daisy's Office Automation division, you are responsible for hunting, qualifying, and closing new business across the Johannesburg region — with the flexibility to pursue and close quality deals nationally. You carry a personal revenue target, manage your own territory and pipeline, and have access to Daisy's full solution portfolio to compete and win in one of South Africa's most active commercial markets.

This is a role for closers who want a high-activity, high-reward environment and the autonomy to run their own desk. You will be measured on what you close — and rewarded accordingly.

Day-to-day responsibilities

- Drive new business through canvassing, networking, and prospecting — focused on JHB with the flexibility to pursue and close deals nationwide
- Build and maintain a pipeline at a minimum of three times monthly target coverage at all times
- Conduct professional client meetings and present tailored office automation solutions
- Prepare competitive proposals, negotiate terms, and close deals with speed and commercial conviction
- Manage the full sales cycle from first contact through to signed agreement and implementation handover
- Maintain CRM discipline — every opportunity tracked, followed up, and protected
- Consistently meet and exceed monthly GP and revenue targets

WHAT WE'RE LOOKING FOR

You're ready for this role if...

You are a proven B2B closer with a hunger for new business and a track record of hitting targets. You have worked in competitive, solution-based environments — ideally in Office Automation, IT services, or Telecoms — and you know how to build a pipeline, close consistently, and manage your own activity without needing to be supervised.

Essential requirements

- Proven B2B sales experience with a demonstrable new business track record
- Background in Office Automation, Managed Print Services, IT services, or Telecoms strongly preferred
- Proven ability to close in competitive, solution-based selling environments
- CRM discipline — structured, consistent pipeline management is non-negotiable

- Strong commercial acumen: GP awareness, deal structuring, value-based negotiation
- Professional communication and presentation skills
- Matric minimum. Own reliable vehicle and valid driver's licence required.
- Based in or able to commute to Bryanston, Johannesburg.

Attributes we look for

- Hunter mindset — you generate your own pipeline and don't wait for leads
- Discipline and consistency — daily prospecting and follow-up without being managed
- Resilience — you treat objections as part of the process, not the end of it
- Coachability — open to feedback and willing to refine your approach
- Competitive drive — you want to be the top performer in the room

EARNINGS & COMPENSATION

The ceiling is yours to set.

Daisy offers a market-related, competitive base salary with a fully uncapped commission structure. There is no ceiling on what you can earn — your income is a direct reflection of what you close. Our top Johannesburg performers consistently achieve exceptional annual earnings, and the structure is designed to reward those who commit to the process.

Base Salary	Market related — competitive and commensurate with experience
Commission	Fully uncapped — no cap on new business revenue
Incentives	Performance bonuses and recognition programme
Earning Potential	Top performers earn exceptional annual packages — no ceiling

Commission is earned on gross profit from new business closed. As your client base grows, your recurring income compounds — giving high performers an increasingly powerful annuity layer on top of new business earnings.

CAREER DEVELOPMENT

We grow the people who grow the numbers.

Daisy promotes from within — always. Our Sales Managers and Regional leaders came through this exact role. If you join as a Sales Representative and perform, there is a clear and defined path forward based on results, not time served.



New business hunter
building pipeline and
client base

Proven closer
managing new
business and key
accounts

driving divisional
revenue

Owning the region,
setting strategy,
building the future

New joiners receive full product onboarding, sales methodology coaching, and a structured ramp plan. The fastest movers reach senior roles within two to three years.

LIFE AT DAISY

A performance culture that takes its people seriously.

We are not a company built on perks. We are built on performance, accountability, and genuine investment in the people who deliver. Here is what that looks like day to day in the Johannesburg team:

- Your autonomy is real. You manage your own territory, pipeline, and day. We set the target — you decide how to hit it.
- Your manager adds value. Our sales leaders are coaches first. Expect honest feedback, deal support, and genuine investment in your growth.
- Your wins are celebrated. Top performers are recognised publicly, rewarded financially, and given visibility across the business.
- Your development is structured. Full product training, onboarding, and a ramp plan designed to get you to target as fast as possible.
- Your career is real. We promote from within. If you perform here, the path forward is clear and actively supported.

Daisy is still growing, still hiring, and still backing the people who show up and perform. If that is the environment you are looking for, we want to meet you.

ROLE DETAILS

Position overview

Position	Sales Representative — New Business
Division	Office Automation
Location	Bryanston, Johannesburg (Gauteng)
Reports To	Regional Sales Manager
Employment Type	Permanent
Positions Available	Urgent Hire — Apply Immediately
Start Date	As Soon As Possible
Salary	Market related — competitive

Commission

Fully uncapped

HR Contact

hr-gp@daisy.co.za

**WE'RE NOT LOOKING FOR TALKERS. WE'RE
LOOKING FOR WINNERS.**

We're screening candidates now. Apply before this role is filled.

hr-gp@daisy.co.za

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