



**KEY ACCOUNTS MANAGER  
VACANCY  
MIDRAND**

Tellumat (Pty) Limited, a leader in business delivering competitive technology solutions to the Communications, Defence and Contract Manufacturing markets worldwide, requires a **Key Accounts Manager** in the **WIRELESS SOLUTIONS DIVISION, Midrand**.

**Minimum Requirements**

- Matric (Grade 12)
- Tertiary qualification
- Computer literate
- Previous customer service/sales experience
- Wireless Communications experience advantageous.

**Recommended competencies/skills**

- Excellent customer relationship skills
- Good understanding of the local government environment.
- Telecommunication background.
- Flare and Innovation
- Negotiation skills, communication and interpersonal skills.
- Selling Skills, knowledge of customers and presentation skills.

**Key responsibilities include, *inter alia*:**

- Identify new business opportunities
- Develop relationship with existing potential clients
- Pre and post sales support
- Generate proposals within agreed parameters
- Develop marketing strategy for regional client base
- Produce sales and marketing plan for the region

Should you meet the requirements and wish to be considered as an applicant for this position, please submit your CV to Mkhuseleli Welcome via e-mail on [mwelcome@tellumat.com](mailto:mwelcome@tellumat.com) or fax to 021 – 710 2189 by no later than **26<sup>th</sup> September 2008**.

**Employment Equity will be considered when making the appointment.**

