

## Job Specification

<b>Job title</b>	Property Software Sales Consultant
<b>Location</b>	Gauteng
<b>Salary</b>	Market related CTC

<b>Company overview</b>	<p>Lightstone is an intelligent solutions company with strong, industry-specific expertise and core capabilities in data management, GIS, analytics and software development.</p> <p>We specialise in delivering integrated, online knowledge solutions, batch and real-time data quality solutions, and a broad range of geo-spatial and analytic projects to a range of property, business to consumer, government and financial services clients.</p> <p>We hire exceptional people and provide them with the environment where they can excel. Our non-corporate culture encourages flexibility, collaboration and innovation.</p>
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<b>Role overview</b>	To sell Lightstone’s property software and solutions, attend to all related customer-requirements and conduct training for customers in respect of the software and solutions
<b>Qualifications/ Requirements</b>	<ul style="list-style-type: none"> <li>• Matric</li> <li>• Sales/Estate Agency qualification would be advantageous</li> <li>• Valid drivers’ licence and own reliable transport</li> </ul>
<b>Experience</b>	<ul style="list-style-type: none"> <li>• Sales experience with some knowledge and understanding of the property market</li> </ul>
<b>Technical skills</b>	<ul style="list-style-type: none"> <li>• Computer skills and the ability to work with IT software programs</li> </ul>
<b>Non-technical skills</b>	<ul style="list-style-type: none"> <li>• Excellent verbal and written communication skills</li> <li>• Excellent people skills</li> <li>• Good time management skills and willingness to work to meet sales targets</li> <li>• Must have mobility/own transport as the position requires extensive client visits</li> <li>• Excellent telephone skills required for cold calling and support calls</li> <li>• Positive outlook on life, work and other people</li> <li>• Passionate about sales and working with people</li> <li>• Able to prioritise work and deliver to deadlines</li> <li>• Ability to work well in a team as well as individually</li> <li>• Must be results-orientated</li> </ul>

