



#### JOB TITLE

## Deal Executive

Sales & New Business Development

 Taurus Capital

 Johannesburg, South Africa

#### ABOUT

### Taurus Capital: Empowering Financial Futures

At Taurus Capital, we are the driving force behind South Africa's premier bridging finance solutions. Our innovative and tailor-made financing options empower businesses and individuals to overcome short-term financial challenges with ease. We are committed to delivering unrivalled service and financial expertise, setting the standard for excellence in our industry.

### Are You Ready to Empower Financial Futures?

If you're ready to take on this exciting opportunity, submit your CV and a brief cover letter outlining why you are the perfect fit for this role.

The closing date for applications is **22 June 2023**. Please note that due to the high volume of applications, only shortlisted candidates will be contacted.

Let' embark on a journey together  
toward a brighter financial future!

## Join our Dynamic Team as a Sales Executive!

Are you a motivated and ambitious professional with a passion for sales? We are seeking a talented Sales Executive to join our dynamic team at Taurus Capital. As a key player in our organisation, you will have the opportunity to identify new business opportunities, cultivate valuable client relationships, and provide innovative financial solutions that meet their unique needs.

We are looking for a self-starter with a high-performance mindset and a proven track record in sales.

### Key Responsibilities:

- **Fuel Growth:** Develop and manage a robust pipeline of new business opportunities, driving the expansion of our client base.
- **Cultivate Relationships:** Build and maintain strong relationships with clients, ensuring their utmost satisfaction and trust in our services.
- **Analyse and Innovate:** Dive deep into clients; financial needs, employing your expertise to provide creative and effective solutions.
- **Collaborate for Success:** Work closely with internal teams to ensure seamless delivery of services, surpassing client expectations.
- **Seal the Deal:** Negotiate and close deals with finesse, consistently exceeding sales targets.
- **Stay Ahead:** Keep a keen eye on market trends and competitor offerings, staying one step ahead in the industry.



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### Requirements:

- **Education:** Bachelor's Degree or Diploma in Finance, Economics, Accounting, or a related field.
- **Sales Savvy:** 1 to 5 years of sales experience, preferably in the banking or financial services industry.
- **Connect and Engage:** Exceptional interpersonal skills, with a natural ability to build strong, lasting relationships with clients.
- **Results-Oriented:** High-performance mindset with a track record of meeting and surpassing sales targets.
- **Innovative Problem-Solver:** Excellent problem-solving skills, enabling you to uncover innovative financial solutions for clients.
- **Master Negotiator:** Strong negotiation skills to secure mutually beneficial agreements.
- **Team Player:** Ability to thrive in a collaborative team environment, supporting and inspiring colleagues.
- **Proactive and Driven:** A self-starter who takes ownership of their activities and contributes to team success.
- **Integrity and Professionalism:** Exemplary standards of integrity and professionalism in all interactions.

### What we offer:

- **Rewarding Compensation:** Competitive salary package with an enticing commission structure.
- **Growth Opportunities:** Continuous professional development and clear paths for career progression.
- **High-Performing Environment:** Join a supportive team that thrives on excellence.
- **Make an Impact:** Contribute significantly to the growth and success of Taurus Capital.