



JOB TITLE

Portfolio Executive

Sales Key Account Manager

 Taurus Capital

 Johannesburg, South Africa

About Taurus Capital:

Taurus Capital is a leading specialist bridging finance company in South Africa dedicated to providing innovative and customised financing solutions. Our mission is to assist businesses and individuals in meeting their short-term financial obligations. With an unparalleled commitment to delivering superior service and financial expertise, we stand out as industry leaders.

Taurus Capital is an equal-opportunity employer. We celebrate diversity and are committed to fostering an inclusive environment for all employees.

Interested candidates are invited to submit their CVs and a brief cover letter outlining their suitability for the role.

Closing Date for Applications:
22 June 2023

We regret that due to the high volume of applications we receive, only shortlisted candidates will be contacted.

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

JOB DESCRIPTION:

Are you an ambitious and experienced **Key Account Manager** seeking a new challenge?

Join our dynamic team at Taurus Capital and become a driving force in building exceptional customer relationships. As a self-starter with a passion for delivering outstanding service, you will play a pivotal role in our organisation. If you have a proven track record in sales, preferably within the banking or financial services industry, we want to hear from you.

Key Responsibilities:

- Be the primary point of contact for our key clients, developing and nurturing long-term relationships.
- Understand client needs and identify opportunities to provide additional value and solutions.
- Exceed client expectations by delivering exceptional customer service and ensuring satisfaction and loyalty.
- Create and execute strategic account plans to drive sales growth and foster customer retention.
- Collaborate effectively with internal teams to ensure seamless delivery of client needs and prompt issue resolution.
- Stay ahead of market trends and competitor activity, adjusting strategies as necessary to maintain a competitive edge.



JOB TITLE

Portfolio Executive

Sales Key Account Manager

 Taurus Capital

 Johannesburg, South Africa

About Taurus Capital:

Taurus Capital is a leading specialist bridging finance company in South Africa dedicated to providing innovative and customised financing solutions. Our mission is to assist businesses and individuals in meeting their short-term financial obligations. With an unparalleled commitment to delivering superior service and financial expertise, we stand out as industry leaders.

Taurus Capital is an equal-opportunity employer. We celebrate diversity and are committed to fostering an inclusive environment for all employees.

Interested candidates are invited to submit their CVs and a brief cover letter outlining their suitability for the role.

Closing Date for Applications:

22 June 2023

We regret that due to the high volume of applications we receive, only shortlisted candidates will be contacted.

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

Requirements:

- Bachelor's degree in Finance, Economics, Accounting, or a related field.
- Demonstrated sales experience, preferably in the banking or financial services industry.
- Outstanding interpersonal skills, capable of building strong relationships across diverse cultures and age groups.
- Proven track record of meeting and exceeding sales targets, driven by a high-performance mindset.
- Excellent problem-solving abilities, with a knack for identifying emerging client issues and providing innovative financial solutions.
- Strong negotiation and closing skills.
- Consistency and reliability in following up on commitments.
- Thrives in a collaborative team environment.
- Exhibits a high level of professionalism and integrity.

What we offer:

- Highly competitive salary package with a lucrative commission structure.
- Ongoing opportunities for professional development and career progression.
- Thrive in a supportive, high-performing team environment.
- Make a significant impact on the growth and success of Taurus Capital.