



## VACANCY

**Job Title:** Sales Executive - ICT

**Location:** Remote

**Reports To:** Managing Director

### About the Role

We are seeking an energetic and target-driven **Sales Executive** to help grow one of our client's web design and hosting business. You will identify prospective clients, present our web solutions, and convert leads into paying customers — earning competitive commissions plus performance bonuses.

This role is ideal for passionate sales professionals who enjoy building relationships and closing deals in a **digital services environment**.

### Key Responsibilities

- Actively generate leads through networking, cold calling, referrals, and digital channels.
- Present and demonstrate web design & hosting products/services to prospects.
- Develop tailored proposals and follow up to close sales.
- Maintain a strong sales pipeline and meet monthly/quarterly targets.
- Build and nurture long-term client relationships.
- Coordinate with delivery teams (design, development, support) to ensure smooth onboarding.
- Track sales activities, update CRM, and prepare regular performance reports.
- Attend industry events and local business meetups to grow visibility.

### Requirements

- Fresh Diploma and Degree in any field.

- Previous experience in similar role desired.
- Strong communication and negotiation skills.
- Self-motivated, goal-oriented, and able to work independently.
- Interest in technology, web services, or digital solutions.
- Ability to manage multiple leads and prioritize tasks effectively.
- Proficiency with CRM systems and basic computer tools (email, Excel, presentations).
- Reliable internet and smartphone/computer access.

### **Compensation & Benefits**

- No base salary only Competitive **commission** of **40%** on all closed deals.
- Performance bonuses and incentives for exceeding targets.
- Opportunity for career growth in sales leadership.
- Flexible/remote work options
- Continuous training in digital product sales.

### **Why Join Us**

- Be part of a fast-growing web services company.
- Build expertise in digital solutions sales.
- Work with a supportive team focused on innovation and excellence.

### **How to Apply**

Send your **CV and a brief cover letter** explaining why you're a great fit to:



**[careers@olkazi.com]**

or apply via our website at