



JOB SPECIFICATION

Job Title	Solutions Consultant
Job Location	Johannesburg
Reports to Position	Regional Sales Manager
Creation Date	April 2026
Job Level	Intermediate
Job Classification	Sales
Job Grade	N/A

Role Overview:

As a Solutions Consultant, you will be responsible for driving sales, onboarding new clients, building relationships, and providing ongoing support within the Property & Community Scheme sectors of Johannesburg and surrounding areas. The role demands someone who thrives in a sales-driven environment, is proactive in lead generation and sourcing new business, and is comfortable managing client relationships from start to finish. The candidate will be responsible for growing and maintaining new relationships within the organization and its various service providers. You will be working across a variety of industries, including property management, solar, legal and community schemes, bringing tailored solutions that address client needs. The ideal candidate will possess commercial & business acumen, be self-motivated and who is able to manage their own time effectively.

Roles and Responsibilities:

Pre-Sales:

- Generate and develop leads within key markets, including:
 - Managing Agents (Property Management focused)
 - Community schemes (Gated estates)
 - Residential and Commercial Property developers
 - Industry-specific Service Providers
 - Commercial and Industrial property owners
 - Business & Legal Professionals
- Build and expand on existing relationships to discover new opportunities and partnerships.
- Establish new business markets and opportunities
- Collaborate with management to establish, understand and execute sales goals for the region.

Sales:

- Present STS' value-added solutions to prospective clients in meetings, presentations, and info sessions, both virtual and in-person.
- Attend & present at industry-related events
- Collaborate with internal teams to create tailored proposals for clients.
- Assist management and sales team members when required
- Maintain and develop client relationships, ensuring satisfaction and identifying new business opportunities.
- Ensure ongoing training and education with business clients and our service offerings.
- Provide weekly sales reports, forecasts, and updates on progress.
- Consistently meet or exceed sales targets.

Post-Sales:

- Develop long-lasting relationships with Managing Agents, Trustees, and Directors, focusing on maintaining a positive ongoing engagement.
- Assist sales team members where applicable
- Develop specific plans to ensure growth both long and short-term.
- Secure references and recommendations from satisfied clients.
- Support and propose initiatives that increase the group's sales reach across the designated region.



- Identify cross-selling opportunities to expand services within existing accounts.

This is not an exhaustive list, as there may be additional requirements/tasks and responsibilities that may need to be added at a later date and/or as the position intensifies.

Desired education, experience, skills and abilities:

Skills	Education	Experience
<ul style="list-style-type: none">• Excellent written and verbal communication skills in English.• Fluency in additional South African languages is a plus.• Strong understanding of sales cycles, from lead generation to closing deals.• Ability to simplify complex concepts for clients, with a strong foundation in financial or property-related solutions.• Public speaking and presentation confidence.• High business acumen, with strong interpersonal and networking skills.• Ability to manage multiple client relationships and long sales cycles effectively.• Self-motivated and able to work independently.• Attention to detail, time management, and a commitment to ethics and integrity.• A valid driver's license and own vehicle.	<ul style="list-style-type: none">• Grade 12.• Tertiary qualification in sales or related field	<ul style="list-style-type: none">• Minimum of 5 years sales experience• Community Scheme environment would be an advantage.• A background in environments where solution-based selling and client relationship management are key, such as financial services, insurance, or property-related sectors.