



Position Title: Financial Sales Analyst, Africa

Location: Johannesburg, South Africa

Required Travel: 20-40%

Job Description

Reporting to the Managing Director of Africa, the Financial Sales Analyst for Africa, based in South Africa, will significantly contribute to the value of the Company by attracting profitable business, increasing company's revenue and fostering long term relationships with key clients.

Job Duties and Responsibilities

- Conduct pre-qualification of new and existing customers, projects and country risk
- Follow up directly with customers on all Risk pre-qualification forms.
- Interface directly with Africa customers to collect above data.
- Understand Financial Statement Analysis to review a company overall financial health (company's profitability, solvency, stability and liquidity)
- Assist in follow up for aging customers, outstanding payments of invoices, etc.
- Understand the Banking, currency FX, Sanctions implications, cash flow and present recommendations to management as to how to resolve debt issues
- Be a key interface between finance and the customers regarding all Credit & Collection matters, including payment arrangements, debt re-negotiation and follow through settlement per agreement
- Manage sales support system and provide reports for pipeline/sales meetings and aging meetings

Job Requirements

- Bachelor's Degree in Sales and Marketing, Finance or related disciplines
- Minimum 5 years of experience working in the satellite communications industry
- Successful track record in sales, business and market development
- Familiarity with the African market and strong customer relationships in the region
- Previous experience working in a multicultural environment
- Previous credit control experience
- Ability to work with both the sales and Finance organisations within the Company
- Excellent team player with strong inter-personal skills
- Proficient in the English communication, both verbal and written. Good command in the French would be an advantage.

Application

Interested parties, please send your resume and expected remuneration to recruitment@absatellite.com.

All applications received will be treated with strict confidence and used for recruitment purpose only.