



INTERNAL VACANCY

Position: Datacenter Key Account Manager

Vacancy Status: Open

Reference Number: 26_2025

SUMMARY OF POSITION

The Key Account Manager serves as the primary link between the Company and its Clients, ensuring strong, long-term partnerships that drive mutual growth. This role requires anticipating and understanding Clients' needs, technical architectures, and business drivers, while offering tailored solutions that align with the Company's datacentre products and services portfolio. The Key Account Manager is responsible for sales, negotiations, Client satisfaction, and the effective administration of all client-related matters, handled with efficiency and professionalism.

- **Location:** Johannesburg
- **Line Manager:** Divisional Executive
- **Status:** Permanent
- **Educational Requirements:** Minimum of Grade 12 or equivalent

ROLES & RESPONSIBILITIES

Client Management

- Effective and continuous account and project management.
- Become a strategic partner with the assigned accounts by consulting with a high degree of industry expertise and knowledge. Be able to anticipate their Client's needs and provide sound technical solutions (Client Analysis) and secure, develop, and maintain Client relationships
- Makes use of appropriate propositions and ethical sales methods to sustain the current and ongoing business, as well as attract new Clients.
- Ensure Customer satisfaction through the highest level of service by constant visibility and professionalism
- Continuously introduce/inform Clients of new product and service offerings.
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Sales

- Develop new business opportunities for the Company's datacenter products and services.
- Identify and research potential customers in target markets to understand their business needs.
- Influence stakeholders and decision-makers both internally and at the customer side to drive early adoption of solutions.
- Serve as a subject matter expert on business products, processes, and operations related to the specified portfolio.
- Meet monthly and quarterly sales targets set by Management.
- Attend Client and Supplier meetings.
- Negotiate with and sell to Senior-Level Management and facilitate discussions between Clients and higher-level Company Management when needed.
- Solve problems and manage risks to ensure achievement of targets.
- Ensure the service offering provided satisfies Client needs.
- Identify potential sales opportunities.
- Respond to and follow up on sales enquiries in a timely and professional manner.
- Achieve business goals by planning and prioritising sales activities.
- Maintain records of all pricing structures for Clients.

CONNECTING BUSINESS TO PURPOSE

ASI Connect ICS (Pty) Ltd | Reg No: 2004/010506/07

BRANCHES: Midrand, Cape Town, Durban, East London, Kathu, Middelburg, Port Elizabeth, Richards Bay, Rustenburg, Secunda, Vereeniging.

DIRECTORS: MJ Monakali, C Booysen, HM de Vries and A Govender (Non-Executive)



- Keep the quote register up to date.
- Liaise and negotiate scope changes with Clients when required, and prepare new quotes/proposals.
- Compile comprehensive bills of materials in line with project scope.
- Cut costs by negotiating material prices with Suppliers.
- Collaborate with cross-functional teams (Application Engineering, Marketing, Business Operations, Channel, Customer Services, PLM, and Manufacturing) to generate demand and create new revenue streams.
- Build and maintain relationships with existing and new customers across the ecosystem to leverage influence.
- Position Company solutions effectively, ensuring clear communication of the value proposition.
- Create compelling, contract-winning proposals for prospective customers.
- Track industry trends and gather market intelligence to support internal strategy and competitive positioning.
- Manage negotiations and contract discussions with clients and partners.
- Represent the Company at industry conferences, trade shows, and networking events to enhance visibility and expand the professional network.

Administration

- Assists with the preparation of contractual agreements and ensures that terms are adhered to.
- Accurately prepare presentations, proposals, plans, and relevant reports.
- Implement and maintain specific pricing and margin schedules for the Key Accounts
- Facilitates projects through internal communication, liaison and negotiations.
- Effectively manages the commercial aspects and processes to be followed in the Company's policies and procedures.
- When required, is able to print AutoCAD drawings and labels.
- Compiles, costs, and submits tender documents.

Any other reasonable duties and responsibilities in line with your capabilities and at the request of your Superior.

JOB REQUIREMENTS

- Minimum of Grade 12 or equivalent
- Minimum of 5 years Sales or Key Account Management experience
- A relevant degree / diploma will be an advantage
- Proficient in MS Office and MS Projects
- Must have extensive Industry related knowledge
- Experience with budgeting and basic finances
- Excellent negotiating skills
- Extensive experience with Customer Service
- Excellent verbal and written communication skills in English and Afrikaans
- A valid driver's licence and own vehicle
- Must be willing to travel
- Must comply with the Company's policies and procedures

BEHAVIOURAL REQUIREMENTS

- Must be able to work independently as well as in a team
- Must be able to adapt new strategies to react to changing business trends
- Must be methodical, logical and proficient
- Must have excellent organisational, planning, multitasking and administrative skills

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- Must have exceptional attention to detail, be results and detail driven, and goal orientated
- Must be able to follow instructions
- Must be able to prioritise jobs, perform under pressure and meet deadlines
- Must be able to manage time efficiently and effectively
- Must be willing to take on new responsibilities and challenges
- Must consistently maintain a high level of integrity, be honest and reliable
- Must have exceptional Customer service skills
- Must be dressed professionally at all times
- Must conduct him/herself in the appropriate manner and show respect towards the Company, Clients, Suppliers, Contractors and fellow Employees
- Must have excellent interpersonal and communication skills

HOW TO APPLY

Send CV and relevant qualifications to: **recruit@asiconnect.co.za** with **DC KAM** in the subject line.

Should you not receive any correspondence within 2 weeks of the closing date, please consider your application unsuccessful. Shortlisted candidates will be contacted prior to the interview date and be informed of all the documentation they will have to forward or bring with to the interview.

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