

## LucidView Sales Representative

LucidView is a dynamic South African owned and based business that has been in the business of providing Secure, Safe, Clean and Optimised networking since 2005.

The LucidView product and solution suite is developed and designed to provide full Internet Gateway Management Solutions for MikroTik Routers. LucidView enhances internet connections by making them [clean](#) (Content Filter), [secure](#) (IPS/IDS), [fast](#) (Saturation Manager) and [visible](#) (Dashboards and Reports).

LucidView provides its solution suite to, *inter alia*, large enterprises, government organisations, Internet Service Providers (ISPs), Managed Service Providers (MSPs) and schools, not only in South Africa but around the world. Moreover, LucidView encourages organisations to brand and present LucidView's solutions as their own product to provide clean, safe, and/or fast internet to their clients as LucidView offers full white labelling of its solutions. For example, see the "LucidView" phone app on the [Play Store](#), and on the [Apple Store](#). This app can be totally rebranded, and be given to end users to manage their own Internet services.

### Job Description

LucidView is seeking an enthusiastic and knowledgeable Sales Representative to promote and sell its solution suite in South Africa and Internationally. In this role, the Sales Representative's duties will include familiarising him/herself with the technical specifications of our solution suite, assessing clients' needs and demonstrating our selling our solution suite to potential clients.

### Work experience and attributes

To ensure success as a LucidView Sales Representative you should exhibit evidence of the following:

- Having prior MikroTik knowledge is not a necessity but would be an advantage.
- Articulate, persuasive and influential verbal communication skills
- Advanced knowledge of marketing and sales strategies.
- Ability to explain and demonstrate IT product and service specifications and functionalities.
- Proficiency in IT and Networking industry terminology and jargon.
- Ability to liaise with management about sales strategies.
- Confident presentation skills and a professional telephone manner
- Exceptional ability in negotiating sales deals, contracts, and service agreements.
- Ability to pay attention to detail
- Self-motivation and a competitive, results-driven attitude
- Passion, dedication and focus

- Stamina, resilience and the ability to work well under pressure
- Time-management skills and the ability to prioritise your workload

### **Target Market**

The target market is South Africa and globally.

The role is virtual office based, but may involve travelling to clients' premises. Overnight stays away from home may be required on occasion.

### **LucidView Support**

LucidView will provide some leads from our website, however, the Sales Representative must, as a first priority, be able to penetrate the market using his/her own networks and skillset.

LucidView will provide support at every level to assist the Sales Representative in achieving his/her goals and growing the LucidView customer base.

### **To Apply**

Please visit our [website](#) and fill in the [contact form](#). Make sure to select "Job Application" from the drop down menu and provide us with your name and contact details and any additional information you think will assist with your application.

