



## **TEXEL SOLUTIONS**

### **Job advert**

By Texel Solutions Ltd

## **PAID INTERNSHIP - Sales Representative**

### **INTRODUCTION:**

Texel Solutions Limited is a dynamic, innovative software development company based in Lusaka, Zambia that provides advanced solutions centred on two key aspects: **Automation** and **Communication**. Our powerful software solutions automate common repetitive tasks and facilitate easy and efficient communication with any set of recipients.

### **MINIMUM QUALIFICATIONS:**

#### **Hard skills**

- Energetic communicator with excellent social skills, customer service and sales skills.
- Must have confidence to do presentations about software products, handling objections, and closing deals.
- No formal degree required; personality and results matter.
- Valid Driver's license.
- Must be able to respond to requests for proposals and formal tenders.
- Reasonably computer literate and conversant with Microsoft Office.
- Good spoken (and written) English and local languages if relevant.
- Good appearance, punctuality, and the ability to travel locally.

#### **Soft skills & other requirements**

- Good work attitude.
- Fast learner.
- Good research skills.
- Work under minimal supervision but deliver quality work on time.
- Honest and self-motivated.
- Strictly no criminal record.

## **WORK DESCRIPTION:**

- Researching prospects and generating leads.
- Contacting potential and existing customers on phone, email and in person.
- Live software demonstrations during presentations, follow up, close sales, and gather customer feedback to help improve the product. You'll be expected to hit targets and work mostly independently.
- Setting sales goals and developing sales strategies.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.
- Writing reports when required.

## **NOTES:**

- This will be paid internship with real responsibilities — not a coffee-fetching role.
- Fast track into a full sales role for top performers.
- Aside from a base salary, most income will come from commissions on closed sales.
- To be successful as a software sales executive you should be an inspired self-starter and able to drive sales growth. Ultimately, a top-notch sales executive should be able to build rapport with customers and close sales.
- Send your résumé by email with a short note saying why you're a fit to take this role and what value you can add to the company.

---

© 2025 **Texel Solutions**. 4th Floor Premium House Mboya Road Lusaka, Zambia.

Tel: 0977848059 / 0964651470 / 0955819937 / 0977445708 / 0966848059

Email: [texel@texel.co.zm](mailto:texel@texel.co.zm)