

TOP COMPANIES TO SELL FOR ALTECH NETSTAR FLEET SOLUTIONS

ALL ABOUT SALES

Please give a general overview of the products your sales team sells?

Altech Netstar Fleet Solutions (ANFS) operates in the Fleet Management and Telematics Industry within South Africa. Our wide range of products and solutions range from entry level fleet management products to complex top of the range in vehicle Telematics. Our product and solution set is designed and customised to provide our clients with meaningful, relevant and accurate data pertaining to the fleets and with this, empowering our clients to successfully manage their operational efficiencies.

How would you describe the type of sale made by your sales team?

The methodology applied is definitely a solution and service sale.

Who do your sales people typically sell to?

Our sales people would typically engage with fleet and logistics stakeholders within a respective organisation but this may differ from client to client dependant on who is accountable for vehicle fleets within a specific organization.

What is the average length of a sales cycle in your business?

The length of an average sales cycle will most certainly depend on a number of variables such as:

- The complexity of the product or solution decided upon by the client
- The decision making process of the client
- Existing contractual obligations with competitor held products
- Procurement process within the client domains

It is therefore slightly more difficult to forecast sales cycles but can be concluded that sales cycle trends within our business and industry could range from one month to a year.

SALES SUPPORT

Describe your company's ongoing sales training methods?

Training is a vital component of the ethos of our organisation. As part of the culture of our business and its dynamics and within the guidelines of our accepted corporate governance protocols we

prescribe to meticulous and appropriate training across the various service channels within our business. This ranges from in-depth induction programs to constant employee upliftment programs and will include ongoing and perpetual skills development training. The nature of our business forces us to ensure that our employees are geared with the appropriate industry and technical knowledge and expertise to ensure that they are equipped to best represent our business and that of our clients. Our training strategy will encapsulate a very specific modular approach and we will apply both internal and external methodologies, all directed by the desired outcome required. Furthermore, our organisation also proudly promotes excellent leadership and personal development initiatives within our group of companies which will not only best position for career fast tracking but also drive and promote personal growth. Our Human Capital Development strategy is extremely critical to the success of our businesses within our corporate structures.

Describe your company's sales culture?

Our organisation definitely promotes a very aggressive sales driven culture within a services dominated industry. Therefore, by the nature of our markets we will strongly promote sales engagement philosophies which are structured and directed at both protecting existing and new client base and markets.

Describe the sales management style and culture?

Our sales management style and culture reflects and portrays that which our corporate ethos is founded upon. Our ethos permeates from a heritage of ownership and accountability at all levels and as a result our sales management methodologies will be controlled and regulated and will be based on a culture of results driven outcomes.

JOINING OUR ORGANISATION

What can newly-recruited junior salespeople in your organisation expect as remuneration?

We certainly support a culture of fairness and competitive market related remuneration practices. Our remuneration packages will include a fixed and variable component. The variable component will be dependent on achievement of targets. We promote a culture by remunerating and rewarding for success with the intent to drive the required behaviors for success.



What are the minimum requirements for a new sales candidate wanting to apply for a vacancy?

The following parameters are normally regarded as minimum requirements within a sales portfolio:

- Matric qualification
- Drivers license
- Minimum of proven success of two years within a direct sales related environment
- Being goal orientated and self driven
- Having an attitude of resilience and a strong ability to operate within a fast paced team driven sales culture

What is the potential career path for top sales performers in your business?

Our organisation has very specific career paths which are available dependent on successful performance and leadership ability and will range from direct career growth (into sales management) to opportunities for growth within other companies representing our global organisation.

What is the best piece of advice you would give to a new salesperson joining your organization?

Always have a good attitude and be willing to learn, be flexible and have an aptitude for personal growth. Being part of a dynamic team will often force you out of your comfort zone so be prepared to grasp the opportunity with both hands. Your actions will always speak louder than your words. Be sincere, driven and motivated. You will certainly reap the benefits and rewards.

SALES INCENTIVES

What sort of sales incentives are in place for your sales team?

Apart from competitive financial incentives our sales teams, upon achieving set targets qualify for an all expenses paid international immersion to specifically selected international destinations. Each year we launch a fantastic overseas sales immersion at different annual destinations with the objective of promoting a goal driven culture within our organisation.

Who is the primary contact at your organisation for a salesperson wishing to apply for a position?

ANFS's recruitment process is an on line application process, so please view the career page on our website www.netstar.co.za for available opportunities.

VIGIL PRO

Top-of-the-range GSM/GPS/GPRS • HD tracking • Impact sensor • On board computer information • Driver fatigue and refrigeration temperature monitors

VIGIL

Affordable mid-range system includes stolen vehicle recovery • Standard data via GPS/GSM/GPRS • Stand-alone or web-based software

VIGIL LITE

Affordable entry-level fleet management system • Includes stolen vehicle recovery • Limited data via GPS/GSM • Access via the web or through ANFS software

VIGIL SAT

Satellite communication throughout Africa • Efficient control and monitoring of remote assets in all weather conditions, 24/7, and in near-to-real time

VIGIL RADIO

Radio trunking for cost-effective driver/fleet operator communication • Able to pre-programme Telkom or GSM numbers to enable radio to landline and cellphone calls • For all local, repeater, trunking, HF and cellphone needs

VIGIL TRAILER

Trailer management and recovery • Effective concealment • Small, rugged and weatherproof unit • A reliable, rechargeable battery (with independent power for up to 4 days) • GPS positioning through GSM/GPRS • Management through Vigil software or web

VIGIL FORKLIFT

Cost-effective, real-time management • Monitoring forklift status and productivity • User-friendly software • Customizable reporting tools ensure timeous equipment maintenance and professional driver behaviour • Optimization of forklift fleet allocation and utilization

For fleet solutions as unique as your business.

Because fleet management needs are so different, we make it our business to find a solution that is unique to your requirements.

A prime example is the tailor-made system we developed for monitoring forklift status and productivity.

And for the National Sea Rescue Institute, our innovative solution was a hybrid system allowing them to track their rescue craft anywhere on the sea.

In the same way, we can find a unique fleet management system for your business from our extensive range of products.

Contact us on 0860 12 24 36 and we will find a unique solution for you.

