

We Are Hiring: Sales Manager / Head of Sales – Asset Finance

Location: Melrose Estate

Company: Asset Finance Corporation

We are a leading player in the **asset finance industry**, providing tailored funding solutions for businesses across South Africa. To support our growth strategy, we're looking for a driven and experienced **Sales Manager / Head of Sales** to lead our business development team and take ownership of sales performance.

Key Responsibilities:

- Develop and execute a **sales strategy** aligned with company growth targets**.**
- Lead, mentor, and manage a high-performing sales team.
- Build strong relationships with clients, partners, and brokers.
- Drive new business in asset finance (transport, construction, and capital equipment).
- Monitor pipeline, report on performance, and ensure revenue targets are achieved.
- Collaborate with credit and operations teams to ensure seamless deal execution.

Requirements:

- Minimum **5+ years' experience** in asset finance or commercial finance sales.
- Proven track record in **achieving and exceeding sales targets.**
- Strong leadership skills with experience managing sales teams.
- Solid industry network in transport, construction, or equipment finance.
- Excellent negotiation, communication, and relationship-building skills.
- Results-driven, strategic thinker with the ability to execute.

What We Offer:

- Opportunity to take ownership of the sales function and grow with the business.
- Supportive, professional environment with room for innovation.

If you are a **proven sales leader** with a passion for asset finance and the drive to take a growing business to the next level, we want to hear from you.

Apply now: Send your CV and cover letter to mkhize@assetfincorp.co.za