

We're Hiring



Client Solutions Representative

Bitventure is a high-growth fintech powering digital transformation across Africa.

We're looking for a driven, tech-savvy Client Solutions Representative to join our high-energy sales team. If you're passionate about outbound sales, thrive in fast-paced environments, and love turning conversations into conversions, this is your next big move.

What You'll Drive

- Conduct outbound calls and follow-ups to generate qualified leads
- Present and promote cutting-edge fintech solutions
- Drive the full sales cycle – cold call → qualify → demo → close → implementation
- Maintain accurate CRM records & activity logs
- Provide weekly performance insights to the Sales Manager
- Collaborate with Marketing & Customer Success on lead-to-live optimisation
- Stay informed on fintech trends and competitor offerings

What We're Looking For

- Outbound or inside sales experience (fintech, SaaS, financial services ideal)
- Proven ability to meet or exceed sales targets
- Excellent communication & negotiation skills
- High resilience, drive, and goal orientation
- Strong CRM proficiency (HubSpot, Salesforce, Zoho, etc.)
- Comfortable discussing digital financial tools & APIs
- Organised, disciplined & motivated

Be the driving force behind Bitventure's future growth and success.

Apply today: Send your CV and qualifications to careers@bitventure.co.za

Location: South Africa | Industry: Fintech | Competitive: Basic & Commission