

# Architectural Consultant - Cape Town

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Access Hardware Solutions is looking for a skilled and experienced Architectural Consultant to join our team in Cape Town. This senior-level, full-time role offers an exciting opportunity to work directly with architects, designers, contractors, and quantity surveyors on a variety of innovative projects.

At Access Hardware Solutions, we deliver tailored access solutions that combine cutting-edge security, seamless functionality, and elegant design. As a representative of our brand, you'll play a key role in aligning our product offerings with the unique demands of each architectural project.

## What You'll Do:

- Collaborate with project teams to integrate dormakaba solutions into new and existing builds.
- Build and maintain strong relationships with architects and industry professionals.
- Provide technical advice and product recommendations that prioritise both safety and aesthetics.
- Drive sales and meet performance targets through strategic engagement and solution delivery.
- Deliver professional presentations and proposals to clients and stakeholders.

## What You'll Need:

- 7-10 years of sales experience, preferably with established relationships in the architectural sector.
- A strong background in architectural consulting, design, or the building industry.
- Proven success in technical sales, with the ability to understand and interpret architectural plans.
- Excellent negotiation, selling, and communication skills.
- Proficiency in Microsoft Excel, Outlook, and general business communication tools.
- Familiarity with access control systems and architectural hardware will be an advantage.

## Why Join Us?

You'll be part of a dynamic, supportive environment that values innovation, collaboration, and personal growth. We are committed to delivering solutions that not only meet functional needs but also elevate architectural design.

-  Preferred Start Date: March 2026
-  Location: Brackenfell, Cape Town
-  To apply, contact: [hr@ahhza.com](mailto:hr@ahhza.com)