

INTERNAL ADVERTISEMENT

A vacancy exists for a New Business Development Consultant in Cape Town.

The purpose of the position is to increasing the value of current customers while attracting new ones by contacting potential clients to establish rapport and arrange meetings, planning and overseeing new marketing initiatives, researching organisations to find new opportunities.

The responsibilities of the position include:

- Find new business opportunities and setting up meetings for Sales Consultants
- Planning and preparing presentations
- Communicating new product developments to prospective clients
- Having an in-depth knowledge of business products and value proposition
- Writing business proposals
- Researching business opportunities and viable income streams
- Reporting on success and areas needing improvements
- Understand the needs of your customer and be able to respond effectively with a plan of how to meet these
- Discuss promotional strategy and activities with the marketing department
- Generate leads and cold call prospective customers
- Assist with product demo's
- Attend seminars, conferences and events where appropriate
- Keep abreast of trends and changes in the ATM industry
- Help to plan sales campaigns
- Create a sales pipeline

In order to be considered for the position, the following requirements must be met:

- Matric
- Completed suitable sales course
- MS Office with a focus on Excel
- 2 to 3 years' experience in sales position is essential

Behavioral Competencies:

- Planning & Organising
- Communication & Impact
- Customer Focus
- Problem-solving
- Initiating Action
- Team work
- Passion & Attitude
- Detail Orientation
- Computer Literacy
- Adaptability
- Coping with stress / change