

Purpose of the position:

We're seeking a dynamic *Business Development Consultant* to drive revenue growth, expand our customer base, and maintain key client relationships. The role involves identifying new business opportunities, executing sales strategies, and ensuring premium service delivery. The ideal candidate will possess excellent communication and negotiation skills, a strong understanding of cash management principles, and a proven track record of achieving sales targets.

Duties and Responsibilities but not limited:

New Business Development:

Collaborate with sales leadership to develop strategic plans aligned with company objectives.
Conduct market analysis to identify trends, opportunities, and potential risks.
Develop detailed sales plans, including territory assignments and targets.
Manage and analyze sales pipelines to accelerate the sales cycle.
Develop and implement strategic plans to target and engage prospective clients through cold calling, networking, and other lead generation activities.
Implement strategies for lead generation and engagement.
Negotiate pricing, contracts, and terms of agreements with prospective clients, ensuring win-win outcomes for both parties.
Follow up on leads and inquiries in a timely and professional manner, providing accurate information and addressing any concerns or objections raised by prospects.
Track and report on sales activities, pipeline progress, and revenue forecasts using CRM software and other sales tools.
Participate in industry events, conferences, and networking opportunities to increase visibility and generate leads for new business development.
Conduct product demonstrations and presentations to showcase the features and benefits of our cash management solutions.
Focus on securing meetings (confirmed with the decision makers) where the business is currently in the market for a cash management solution.
Focus on securing meetings (confirmed with the decision makers) that is currently in contract with a competitor and should form part of your future dated pipeline.
Strive to understand your prospects business requirements to effectively provide the correct Business Solution and negotiate past objections across our full product offering.
Sell our end-to-end solution and the benefits thereof.
Bring in new business in line with the weekly/ monthly/ quarterly and annual targets agreed to on the products.
Grow one's available opportunities via referral business events/tradeshows.
Understand the Group offering fully to best consult with your prospect base and ensure maximum client satisfaction once our product is converted.
Source viable opportunities to promote the Group to secure required weekly quota output and build a solid pipeline of opportunities with Business owners/decision makers.
Managing and actioning on going promotions/campaigns strategic decisions throughout the customer base
Manage lead databases and CRM systems to track lead interactions and progress throughout the sales pipeline.
Qualify leads based on predetermined criteria.

Key Client Relationship Management:

Build and maintain strong relationships with existing clients to ensure client retention and satisfaction.
Manage & retain relationships with key industry influencers
Maintain the relationship post activation
Manage prospects expectation post signing up a product
Conduct monthly visits of your current month's tiers
Renewal negotiations to begin at 12 months remaining on the current contract of key allocated accounts.
Keep the customer apprised of any changes or new product developments and services.

Site & Service Support:

Collaborate with internal teams such as service, deployments, CIT, marketing, and finance, to develop compelling value propositions and sales collateral for new business initiatives.
Ensure that our Settlement process is understood, and client is trained on instant access and webflow
Conduct client induction training after installation and ensure that all training documentation is submitted to the service team immediately after training.
Train the client on the current escalation process on the below:
Technical issues
CIT escalations
Settlement/Recon Queries
Contact Centre Support
Contact Centre WhatsApp support

Help Departments on matters escalated by internal service department that require client meetings or on-site intervention.
Assist Operations with customer training as and when required.

General:

Collaborate with cross-functional teams, including marketing, product management, and finance, to ensure alignment and integration of sales initiatives with broader business objectives.
Effectively manage and secure your prospect & key client base.
Managing and actioning ongoing promotions/campaigns/strategic decisions throughout the prospect base
Keep the prospect base apprised of any changes or new product development/services within the Group
Maintain an accurate customer database and call cycle.
Manage all activity and reporting via through Microsoft Platforms and report server daily to effectively manage and secure your prospect base amongst all products.
ADHOC requests as and when required.

Formal Education and Experience:

Matric essential
Computer literacy
Advance experience in Microsoft Excel will be an advantage.
BCom. Degree will be an advantage.
3 or more years' experience in external sales / business development,

Required skills and competencies:

Proven experience and skills in External Sales and Business Development.
The ability to multitask, work in a fast-paced environment, and meet deadlines.
Top Negotiation skills
Excellent communication skills (both written and verbal)
Assertive and confident

Target driven to achieve the sale.
Valid driver's license and own car

Contract type:
Permanent with 3-month probationary period.

Reporting Structure:
Regional Manager

Department:
Sales and Service

Work Location:
1x Johannesburg
1x Mpumalanga
1x Limpopo
1x Northwest
1x Cape Town
1x Durban
1x Bloemfontein

Remuneration:
R20,000.00 to R25,000.00 basic salary per month
R1500 Airtime allowance (business expense and business purposes only)
R5000 fuel card (business expense and business purposes only)
The potential of earning an attractive commission for every successful Client signed on per the Commission rules agreement.