

(1461): Business Development Manager / Channel (Northern Suburbs, JHB)

About our client:

We specialise in the leasing and life cycle management solutions of IT equipment. We have 15+ years of experience providing innovative ways to finance a spectrum of standard and specialised equipment. Unlike conventional financing options, we offer subsidised finance on a leasing model with additional unique value-added services which include: comprehensive insurance and warranties, an online reporting tool, live asset tracking, and a dedicated asset manager.

About the Position:

The Business Development Manager (BDM) identifies high-quality leads and transforms them into profitable deals for products, services, or solutions. To ensure continual expansion of our customer base and sales performance, the BDM must:

1. Meet predetermined sales and revenue objectives.
2. Investigate potential opportunities in new markets.
3. Effectively navigate and establish a presence in assigned market territories.
4. Cultivate robust networks and foster enduring relationships with potential clients.

Key Responsibilities:

- Generate leads in untapped markets and among prospective clients.
- Identify and clearly communicate the business needs of clients, crafting solutions that meet their expectations as well as those of other stakeholders.
- Ensure that the proposed solution, both from a business and technical standpoint, provides a compelling rationale for investment and outlines the anticipated returns for the client.
- Secure new business opportunities and uphold exceptional levels of post-sales customer support.
- Spearhead efforts to cultivate relationships with Principal Vendors, taking the lead in negotiations related to pricing and procurement oversight.

Core Responsibilities:

Sales Management

- Attain the annual revenue/sales target as set forth.
- Take charge of demand-generation activities in the designated market for the specified product, service, or solution.
- Convert sales prospects into successful deals, overseeing invoicing and monitoring customer satisfaction levels.
- Source and distribute pertinent thought leadership and marketing materials to clients.
- Offer guidance to the Pricing and Decision Support team on optimal solution Pricing Schedules during bid/proposal/quote development.
- Compile comprehensive data on new business (pipeline, pending, and actual), presenting progress and achievements against Business Development objectives, targets, and competitive benchmarks.
- Foster new relationships with customers through collaborative sales endeavors.
- Collaborate with our wider group of Companies to capitalize on opportunities within our targeted industries.
- Actively pursue and follow up on qualified opportunities, establishing enduring and professional relationships with key personnel in new customer accounts, and providing consistent feedback to potential clients.

- Develop a deep understanding of the business unit's strategy, growth plan, revenue and profit trends, and associated risks.
- Partner with executive and senior leadership across Business Units to introduce and integrate new solutions to drive business growth or discontinue those that are no longer viable.
- Identify and evaluate market opportunities and innovative concepts within the company and for potential collaboration with other business units.
- Promote collaboration across industries and service lines, facilitating cross-selling, upselling, and performance enhancement opportunities.
- Governance, Risk and Business Continuity Management
- Remain abreast of emerging trends and innovations in operations.
- Mitigate business risks by continuously monitoring internal and external factors, including the evolving needs of stakeholders.
- Take the lead in overseeing improvement projects aimed at enhancing profits or mitigating risks within the function.
- Uphold and promote the highest ethical standards in operational practices.
- External Parties and Relationship Management
- Supervise the relationship with service providers and partners, ensuring the proper delivery of all services.
- Evaluate the performance of consultants and promptly report any deviations to the relevant department for necessary corrective actions.

Accountability:

- Revenue generation
- Budget or Target

Communication & Working Relationships:

Internal

- CEO and Exco
- Head of Business Unit Functions within the company

Reasons for Interaction

- Aligning and coordinating relevant sales initiatives
- Drive collaborative partnerships and innovation within the company

External

- Clients and Partners
- Consultants and Service Providers (external consultants from service providers/vendors etc)
- External advisors/consultants (Subject matter experts)

Reasons for Interaction

- Negotiate terms and conditions
- Provide thought leadership
- Drive collaborative partnerships and innovation

Qualifications, Experience & Skill:

Educational Qualifications

- Business Management/Financial Management degree or equivalent NQF 7 qualification / Nice to have, not essential.
- At least 5 years of sales experience on a senior level
- Above average knowledge of financing models
- A track record in selling IT solutions in the relevant industries will be advantageous

*****Salary – R45,000 – R50,000 (Basic) + Med & Pension + Business Fuel & Cell + Commission
/ Monthly (Negotiable - Based on experience, skill & in relation to your current package)**