

VACANCY

BUSINESS DEVELOPMENT MANAGER UNIPRINT LABELS - JOHANNESBURG

CORE PURPOSE OF THE JOB:

To grow the Group's sales through identifying and developing business and commercial opportunities relevant to our targeted markets.

KEY PERFORMANCE AREAS:

- Achieving sales and business development objectives
- Develop strategic business plans
- Develop and maintain relationships with key clients
- Maintain industry and account database
- Identify new potential products and new market niches
- Effective communication with production, internal sales support, estimating and branch manager

QUALIFICATIONS / EXPERIENCE:

- Matric + relevant qualification in Sales/Marketing
- Requires excellent business understanding and knowledge of marketing implementation and strategy
- Sound knowledge of the different types of products, services, technologies and printing processes within the printing industry

BEHAVIOURS & ATTRIBUTES:

- Proven capability to build and nurture long term client relationships.
- Proven ability to meet and exceed targets
- Excellent time management skills
- Strong communication skills
- Self-motivated, targeted result and deadline driven

The advert has minimum requirements listed.

Management reserves the right to use additional / relevant information as criteria careers@hirtandcartergroup.co.za

Closing date for applications is Tuesday 21st August 2018