

VACANCY

BUSINESS DEVELOPMENT MANAGER HIVE CONNECT - DURBAN

CORE PURPOSE OF THE JOB:

To increase business capacity by effectively marketing the business unit and its products to new and potential customers with a view to forging strong rewarding relationships.

KEY PERFORMANCE AREAS:

- Actively seek out new and potential business
- Achieve and Exceed sales targets and budgets
- Develop strategic sales strategy & plans with other sales teams in the business
- Ensure customer complaints and queries are handled in a timeous manner
- Track and report on key sales indicators to manager
- Maintain industry and account database

QUALIFICATIONS / EXPERIENCE:

- Matric + relevant qualification with 5-10 years' experience in successful sales environment
- 3-5 years' experience in digital marketing or advertising
- Strong relationship management, organizational and project management skills
- Knowledge of print process and techniques is advantageous

BEHAVIOURS & ATTRIBUTES:

- Ability to handle deadlines and stress
- Resilient to criticism/rejection
- Ability to understand customers' needs
- 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 Wednesday 31st October 2018

