

Regional Business Development Specialist – Durban

Description

WE ARE HIRING:

BUSINESS DEVELOPMENT MANAGER – KZN

EXPERIENCE IN THE FOLLOWING INDUSTRIES:

VEHICLE TRACKING/FLEET MANAGEMENT/ SaaS/ BIG DATA OR TELEMATICS EXPERIENCE ADVANTAGEOUS

SALARY: R 70 000.00 – R 75 000.00pm

Brief Description of Role:

This role is critical to driving both new sales growth and nurturing existing customer relationships while overseeing the branch's operational performance. Reporting to senior leadership, you will be responsible for expanding our market share, delivering excellent service, and ensuring profitability within the region

Job Functions: Contribute to the growth profit of the portfolio:

Sales Leadership: Drive new business development and lead the sales team to achieve monthly sales targets across both SMB and enterprise segments.

Branch Operations: Manage all aspects of the branch, including sales performance, customer service, technical services, inventory management, and cost control.

Customer Engagement: Build and maintain strong relationships with new and existing customers to ensure retention, upselling, and cross-selling of our full solution stack.

Team Management: Oversee the development and performance of the sales and technical teams, ensuring high levels of employee engagement, training, and career growth.

Strategic Growth: Develop and implement regional growth strategies, leveraging market insights and local opportunities to expand market share and establish strategic partnerships.

Qualifications & experience:

Bachelor's degree in business administration, Marketing, or related field (Master's degree preferred). 5+ years of experience in branch management, business development, or B2B sales, ideally within

Hiring organization

MJM Recruitment

Employment Type

Full-time

Beginning of employment

03.02.2025

Duration of employment

Full Time

Industry

Fleet Management

Job Location

Durban

Date posted

January 10, 2025

Valid through

28.02.2025

telematics, technology, or SaaS industries. Proven success in leading teams, driving sales, and managing regional operations. Proven Sales Expertise: Demonstrated experience in driving business development through team output, particularly in solution-based sales within vehicle tracking, fleet management, SaaS, Technology, or related industries. Strong leadership, communication, and negotiation skills.

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