

**BUSINESS DEVELOPMENT MANAGER
SILO
CAPE TOWN**

CORE PURPOSE OF THE JOB:

The Business Development Manager is responsible for handling client accounts and creating long-term, trusting relationships. They will be the lead point of contact for all key client matters, anticipate the client's needs, work within the company to ensure all administration and deadlines for the client are met, and help the client succeed.

KEY PERFORMANCE AREAS:

- Achieving/exceeding annual sales budget across allocated key accounts
- Developing a solid and trusting relationship between major key clients and the company
- Ensuring that 85% of client portfolio renewals are processed within the month of renewal, and the remaining 15% within 6 weeks of expiry
- Resolving key client issues and complaints within specified timelines
- Providing reports to management as and when required

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification with at least 5 years in a similar role preferably within FMCG, Retail, Advertising or Marketing industry
- Proven track record of experience
- High level computer skills

BEHAVIOURS & ATTRIBUTES:

- Goal orientated
- High attention to detail
- Client focused and sales driven
- Ability to work under pressure
- Strong communication skills
- Team player

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, 25th January 2022.