

**NEW BUSINESS DEVELOPMENT REPRESENTATIVE  
HIRT & CARTER  
DURBAN**

**CORE PURPOSE OF THE JOB:**

To effectively market the Hirt & Carter stable of Product Offerings to potential customers with a view to increasing contracted manufacturer business and forging long-term customer partnerships. In addition, further develop manufacturer/retailer business partnerships, which provide a total end to end solution to the client, pre the assignment of the converted customer to the Account Executive for Library Management.

**KEY PERFORMANCE AREAS:**

- Actively seek out and convert new business
- Achieve and strive to exceed budgets
- Conduct regular meetings with team, identifying opportunities and resolving challenges where necessary
- Prepare, present and maintain New Business Plan to achieve objectives
- Identify new potential business opportunities
- Maintain New Business Opportunity Database and track conversion rate

**QUALIFICATIONS / EXPERIENCE:**

- Relevant tertiary qualification with at least 2 to 3 years New Business Acquisition experience including Cold Calling
- Experience in a Service Industry will be advantageous
- Must have experience in client relationship management/customer service
- Intermediate computer skills

**BEHAVIOURS & ATTRIBUTES:**

- Service and target driven
- Self-managed
- Excellent time management skills
- Ability to work under pressure

The advert has minimum requirements listed.  
Management reserves the right to use additional / relevant information as criteria [careers@hcg.one](mailto:careers@hcg.one)  
**Closing date for applications is Monday, 23<sup>rd</sup> September 2024.**