

**BUSINESS DEVELOPMENT MANAGER
HIRT & CARTER
CAPE TOWN**

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 with a view to achieve and exceed budgets
- Develop strategic business plans
- Applying innovative new ideas, value added techniques and on – going strategic maintenance of the account encouraging continued loyalty of clients
- Monitor account performance and track against objectives
- Manage client orders, providing status report to the client
- Provide accurate reports to management when required

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification with at least 3-5 years' experience within a similar role within the advertising/FMCG/retail industry
- Understanding of Point Of Sale and Shopper Marketing, creative brand knowledge and Insights on Trends and Innovation is required
- Proven track record of effective management of sales, meeting and increasing sales budgets
- Advanced computer skills

BEHAVIOURS & ATTRIBUTES:

- Proactive and high energy
- Service driven & Client focused
- Strong communication skills
- Influential
- Ability to work under pressure

The advert has minimum requirements listed.
Management reserves the right to use additional / relevant information as criteria careers@hc.co.za
Closing date for applications is Friday 16th May 2025.