



Optimi Workplace (Pty) Ltd
currently has the following Vacancy:
Business Development Consultant
Rivonia

REQUIREMENTS

- Diploma/Degree (Sales or Marketing) or equivalent.
- BTech or Honors (Sales or Marketing) or equivalent (preferably).
- 3 years or more of sales experience.
- Sales experience in the education or training field.
- Computer literacy: Microsoft Office.
- Excellent command of the English language (verbally and written).
- Must have own vehicle.
- Must be willing to travel.
- Must be willing to work long hours.

DUTIES

- Achieve monthly sales targets.
- Maintain good relations with existing clients to increase revenue.
- Prospect and canvass to generate new clients.
- Provide weekly sales reports.
- Ensure the precise capturing of client details on sales orders, quotations, and SLAs.
- Contribute to the coordination and participation in trade shows or exhibitions.
- Research current markets to develop new and innovative product and service solutions.
- Promote interdepartmental collaboration with IT, Accounts, and Implementation teams.
- Ensure up-to-date and accurate client information and communication on CRM and Zoho.

The position is based in Rivonia.

Should you not receive a call from us in 14 days, please consider your application unsuccessful.

CLICK HERE TO APPLY

or visit www.trending-talent.com or scan the QR Code

