

We're hiring!

SCG South Africa

Senior Business Development Manager

We are a UK and SA based Cloud telecoms business covering the entire product set- Hosted Telephony, Connectivity, Mobile, etc.

We are looking for talented sales staff to join our dynamic team selling into the SA market.

Tasks will include:

- ✓ Generating leads and cold call prospective clients.
- ✓ Meeting with clients face to face or over the phone
- ✓ Fostering and developing relationships with clients
- ✓ Understanding and meeting client needs
- ✓ Drawing up client contracts
- ✓ Having a good understanding of the businesses' products or services and be able to advise clients wisely
- ✓ Working strategically - carrying out necessary planning in order to implement operational changes.
- ✓ Training members of your team and arranging external training where necessary
- ✓ Attending seminars, conferences and events where appropriate.
- ✓ Planning sales campaigns.
- ✓ Creating sales pipeline.
- ✓ Negotiating pricing with clients, and suppliers
- ✓ Increasing sales of the business.

Requirements

- ✓ Proven working experience as a Business Development Manager, Sales Executive or a relevant role
- ✓ Proven sales track record
- ✓ Previous experience in Customer Support would be an advantage.
- ✓ Time management,negotiation,communication and planning skills.
- ✓ Have market knowledge and able to build rapport
- ✓ Proficiency in English language, MS Office and CRM



To apply, send CV to: Ann.Sargent@scgtogether.com

+27871359700

scgsa.co.za