

Adapt IT Vacancy

Business Development Manager

Location: Johannesburg

Business Unit: Public Sector

Role Description:

The Business Development Manager is responsible for selling solutions to existing and new clients within the marketplace. The incumbent is responsible for the management and development of accounts, to maximize turnover and profit, the achievement of personal targets and contributing to overall profitability, success and positive image of the company in the marketplace.

Role Requirements:

Consistently achieve accepted sales targets by doing the following:

- Keep up to date on developments, trends and competitive threats within the assigned territory of the Group
- Generate leads in the assigned territory by prospecting at management and operational level with target customers and through liaising with partners and suppliers
- Ensure sufficient personal activity is maintained in terms of prospect facing meetings, general prospecting and cold calls. Regularly meet with prospects to understand their businesses,

and generate demand for solutions and related services

- Produce compelling value propositions for proposals with the Support Office team
- Effectively manage the sales cycle in terms of the defined sales process
- Successfully negotiate contracts
- Assist the technical team in the delivery of solutions

Education, Qualification and Experience

- Relevant degree/diploma
- 5 - 8 years demonstrable track record of success in sales
- Minimum 5 years sales experience within the ICT Software development and application solutions Market
- Ideally possess the ability to architect solutions
- Able to operate with credibility at senior levels (typically Director / Head of Business Unit), but also be comfortable spending time with technical experts
- Have knowledge of the company's chosen markets
- Ability to meet and exceed targets set

Adapt IT is committed to successfully implementing employment equity initiatives that actively promote our Broad-Based Black Economic Empowerment (B-BBEE) policy.

Closing date:	30 September 2019
Contact person:	Nomzamo Skosana
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Position status:	Open