

## INTERNAL VACANCY

**REF. NO** : BUSINESS DEVELOPMENT CONSULTANT  
**DIVISION** : SACO DIVISION– GAUTENG  
**POSITION** : BUSINESS DEVELOPMENT CONSULTANT  
**CLOSING DATE** : 25 NOVEMBER 2024

An Internal Vacancy exists for **Business Development Consultant** in the **SACO Division – Gauteng**.

### **Main Purpose of Position:**

Selling & marketing SACO's range of Work Force Management software and access control equipment within South Africa and SADC. Ensuring that the SACO range of products and services remain recognisable, exciting, relevant and attractive to new and existing clients through market development, client interaction and product development, with the express intention of improving SACO's market share, brand awareness and reputation.

### **The suitable candidate's main responsibilities and duties include, but are not limited to, the following:**

- ✚ Present, promote and sell products/services using solid arguments to existing and prospective customers.
- ✚ Achieving monthly, quarterly and annual sales goals as per the targets defined in the Sales Target, and reporting on these via the monthly reporting tools.
- ✚ Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- ✚ Analyse the territory/market's potential, track sales and provide status reports.  
Establish, develop and maintain positive business and customer relationships.
- ✚ Reach out to customer leads through cold calling.
- ✚ Supply management with reports on customer needs, problems, interests, competitive activities, an potential for new products and services.
- ✚ Keep abreast of best practices and promotional trends.
- ✚ Continuously improve through feedback.
- ✚ Reporting and tracking customers' interactions, sales volumes, and other effects that resulted from the applied strategies, complete "Pipeline" weekly and monthly performance reporting.
- ✚ Client Relations Management inclusive of, building and sustaining business relationships with key accounts and suppliers.
- ✚ Development strategic account plans as required to retain existing business or develop new opportunities.
- ✚ Attend regular client meetings and CRM reviews as necessary.
- ✚ Develop a client data base by ensuring a weekly/monthly tracking sheet is completed.
- ✚ A competent working knowledge of SACO's products is essential in ensuring that brand/product activations and demonstrations can be completed effectively. Develop a competent understanding of SACO's product portfolio and services and provide evidence of improvement by means of a portfolio of evidence.
- ✚ Conveying and contributing to a positive image of SACO's products and services.



CEO: C Diavastos  
MM Selepe A Myatt HBN Yiga NR Msimangi TC Nyembe

- ✚ Maintaining and improving the SACO brand integrity (measured through product enquiries, orders, deal participations, tenders, and success of orders).
- ✚ Monitor and respond to all customer inquiries received via email, telephonically, via SACO's website or social media and provide subject matter expertise on same.
- ✚ Update any marketing material as required.
- ✚ Attend any site meetings and travel as required.
- ✚ Collaborate with all internal departments in a professional manner.
- ✚ Seamless fulfilment of orders and ensuring that client satisfaction is achieved from end to end.
- ✚ Monitoring product inventory levels to ensure client demands are met and coordinating replenishment with SACO's Supply Chain Department.
- ✚ Manage supplier relationships where applicable to the fulfilment of the job requirements.
- ✚ Ensure payment for goods purchased from sales generated are paid within the payment terms as stipulated within the sales agreement.
- ✚ Complete or participate in the completion of any tender documents as required from time to time.

Interested candidates to E-mail CV and Internal Application Form to [internalcv@proteacoin.co.za](mailto:internalcv@proteacoin.co.za) Employment consideration will be in accordance with the Employment Equity Act Requirements Should you ~~not hear from us~~ **within 14** days after closing date, your application should be considered unsuccessful

