

## **INTERNAL VACANCY**

**REF. NO** : BUSINESS DEVELOPMENT CONSULTANT  
**DIVISION** : KZN GUARDING – DURBAN NORTH  
**POSITION** : BUSINESS DEVELOPMENT CONSULTANT  
**CLOSING DATE** : 28 JANUARY 2025

An Internal Vacancy exists for **Business Development Consultant** in the **Guarding Division - Durban North**

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

- ✚ Generating new business, retaining and developing existing business;
- ✚ Achievement of realistic targets on a Monthly, Quarterly and Annual basis;
- ✚ Generating new business by effectively cold calling, obtaining referrals and targeting all competitor client bases;
- ✚ Up-selling/cross selling to both the existing and new prospective client bases;
- ✚ Raising the level of service to existing clients to build and maintain a good working relationship and ensure that excellent operational service levels are being maintained by conducting PR calls;
- ✚ Ensuring that the Bidvest Protea Coin name, brand and image are maintained by ensuring that all administrative documentation, proposals, presentations etc. meet the required standards set out by the company;
- ✚ Upholding the company's Sales Policies and Procedures;
- ✚ Actively reporting on Competitor activity/information within your area;
- ✚ Look for new and innovative ways to market the Company, Services provided, and Products used i.e. editorials, mail shots, cold calling aids, advertising etc.;
- ✚ Networking with other Sales Executives within the Bidvest Group;
- ✚ Maintenance of database;

***Preferred qualifications/attributes/skills:***

- ✚ Grade 12 or equivalent qualification;
- ✚ Proven track record in Business Development;
- ✚ Excellent computer literacy, including Excel, Word, Power Point (Microsoft Office);
- ✚ Relevant knowledge and experience in the selling of technical solutions;
- ✚ Excellent communication and customer satisfaction skills;
- ✚ Good telephone etiquette;
- ✚ Strong leadership, time management, initiative skills and administration skills;
- ✚ Ability to do accurate cost proposals;
- ✚ Strong negotiation and presentation skills;
- ✚ Must be target driven and well presented;
- ✚ Own Vehicle & Driver's License;
- ✚ Clean disciplinary, credit and criminal record;
- ✚ Technical knowledge will be advantageous

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

CEO: C Diavastos  
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