

INTERNAL VACANCY

REF. NO. : BUSINESS DEVELOPMENT CONSULTANT

DIVISION : TECHNICAL

POSITION : BUSINESS DEVELOPMENT CONSULTANT

CLOSING DATE : 20 AUGUST 2025

An Internal Vacancy exists for **Business Development Consultant** in **Technical Division** based in **KZN**.

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

- ✚ To drive and be integral in the acquisition of new business, ensure the retention and development of existing business, increase turnover, market share and profitability of the organization.
- ✚ Form an integral part in new business proposals and hold responsibility for the effective acquisition of new clients;
- ✚ Responsible for the development and achievement of business growth through direct and indirect sales channels;
- ✚ Drive the key objectives of the Business Development strategy
- ✚ Identify opportunities to increase business footprint within existing client base;
- ✚ Ensuring the accurate design and costing of proposals;
- ✚ Achievement of set targets on a Monthly, Quarterly and Annual basis;
- ✚ Present a quarterly business plan
- ✚ Ensure that the Company's brand/image is maintained by ensuring that all administration, proposals, presentations and client interaction are of the highest standards and conforming to Bidvest Protea Coin corporate identity.
- ✚ Maintaining records and reports
- ✚ Provide market research and market intelligence to senior management of the division.
- ✚ Develop and maintain strong business relationships within the Bidvest group.
- ✚ Constantly look at innovative ways to market the company and our brand.
- ✚ The successful candidate will have travel responsibilities, both locally and abroad;
- ✚ Account related reporting to the client;
- ✚ Actively reporting on Competitor activity /information;
- ✚ Identify new and innovative ways to market the Company and Services provided through its range of solutions and products;

Preferred qualifications/attributes/skills:

- ✚ BBA, BCom or similar qualification is preferable
- ✚ Strong communication & Interpersonal Skills
- ✚ Critical and Strategic thinking
- ✚ Project Management
- ✚ Negotiation & Persuasion skills

CEO: C Diavastos

MM Selepe A Myatt HBN Yiga NR Msimangi TC Nyembe

- ✦ Exceptional command of the English language (written and verbal)
- ✦ Excellent presentation skills
- ✦ Ability to engage with senior and executive management;
- ✦ Exceptional business etiquette and acumen;
- ✦ High level of proficiency in MS Office
- ✦ BBA, BCom or similar qualification is preferable
- ✦ Strong communication & Interpersonal Skills
- ✦ Critical and Strategic thinking
- ✦ Project Management
- ✦ Negotiation & Persuasion skills
- ✦ Exceptional command of the English language (written and verbal)
- ✦ Excellent presentation skills
- ✦ Ability to engage with senior and executive management;
- ✦ Exceptional business etiquette and acumen;
- ✦ High level of proficiency in MS Office
- ✦ Team player
- ✦ Articulate
- ✦ Available to travel
- ✦ Well presented
- ✦ Experience in Technical Security field (min 3 years)
- ✦ Experience within the Security industry essential
- ✦ Own vehicle
- ✦ Valid Driver's License
- ✦ PSIRA registered

Interested candidates to E-mail CV and Internal Application Forms to 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 the closing date, your application should be considered unsuccessful

