

# Business Development Manager

## Itec Cape Town

VACANCY

### Duties will include but not limited to:

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Obtaining deposits and balance of payment from clients.
- Giving sales presentations to a range of prospective clients.
- Understanding and promoting company programs.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Answering client questions about credit terms, products, prices, and availability.

### Candidate Requirements:

#### QUALIFICATIONS

- National Senior Certificate / NQF 4 or higher.

#### ESSENTIAL EXPERIENCE

- Minimum of 2 years of experience in a similar role with a proven track record.
- MS Office (Outlook, Word, Excel, PowerPoint).
- Microsoft Dynamics 365 CRM.
- Cloud Quote.
- Strong negotiation skills.
- Strong cold calling skills.
- Cross-selling expertise
- Must have own vehicle and valid Driver's license.



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Kindly send detailed CV's to

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