

Business Development Manager – Itec Cape Town

VACANCY

Duties will include but not limited to:

- A results-oriented highly skilled Business Development Manager with 3+ years of experience in driving growth in Print Solutions, Connectivity, Unified Communications, Intelligent Security, Document Management and Software Solutions sales – a hunter.
- Identifying and generating new business opportunities, full sales cycle from prospecting to closing.
- Prepare and deliver compelling product presentations and proposals - creating solutions to meet client needs.
- Building strategic partnerships and maintaining strong client relationships.
- Driving revenue to achieve and exceed monthly and quarterly sales target.
- Maintain detailed pipeline and activity reports.
- Experience managing multiple client relationships and multitasking in a dynamic environment.
- Business & Commercial Acumen: Understands key business drivers and sales metrics.
- Analytical Thinking: Interprets data to support strategic decision-making.
- Collaboration & Communication: Builds positive working relationships across departments.
- Accountability: Takes ownership of processes and results.
- Adaptability: Embraces change and continuously seeks improvement

Candidate Requirements:

Qualifications:

- Matric
- Knowledge of Office Automation & ICT Industry.
- Valid Driver's License and reliable vehicle.

Work Experience & Skills:

- Minimum 3+ years of experience in Managed Business Services or a Sales role.
- Excellent written and spoken communication skills, capable of conveying complex ideas clearly.
- Strong analytical skills, problem-solving abilities, and a data-driven mindset.
- A good understanding of Print Solutions, Connectivity, Unified Communications, Intelligent Security, Document Management and Software Solutions
- A proven track record of success in sales and a strong ability to negotiate deals.



Application closing date:
31 March 2026



Kindly send detailed CV's to
careers@itecgroup.co.za