

Vacancy: Business Development Manager

A vacancy exists within the Diraro Group

Business Development Manager

Preference will be given to (EE) candidates and should be based in the Gauteng Area

The Diraro Group, a well-established fast-growing group of companies, with an equal opportunity policy, has a vacancy for an experienced Business Development Manager to Market and promote the services of The Diraro Group to suitable prospective and current clients:

KEY ACCOUNTABILITIES:

- Determining the needs of the market, and identify new and viable clientele for the business
- Cold Calling targets to generate quality leads for new business
- Identification and exploitation of cross sell opportunities
- Drawing up of sales strategy documentation
- Drive and attain set sales targets
- Run sales and marketing initiative for the business
- Schedule clients visits and circulate call reports to management
- Ensure business development initiatives are aligned to the vision and mission of The Diraro Group
- Maintain and grow client's relationships
- Engage in active client's relationship management.
- Drive cost efficiencies across all sales initiatives: contract negotiations, pricing of tenders, client's engagement, and entertainments strategy
- Undertake effective customer pricing to effectively win business whilst also adhering to the company budgets.
- Undertake after sales service, including handling and resolution of any customer complaints.
- Build and maintain an updated client database and sales management information
- Ensure flow of information between all internal functions and clients of The Diraro Group
- Draw up monthly reports and updates on the progress of client acquisition and existing relationship.

QUALIFICATIONS/COMPETENCIES, INDIVIDUAL VALUES AND EXPERIENCES REQUIRED:

- Senior certificate / Grade 12 (Matric), Diploma or degree in Marketing will be advantageous
- 3 Years' experience within Transport / Logistics Environment
- Excellent analytical and numerical skills
- Strong administration skills and attention to detail
- Excellent interpersonal, leadership, motivation, and planning skills
- Good verbal and written communication skills in English and Afrikaans will be preferred
- Strong Computer literate, especially with Microsoft Excel and Microsoft PowerPoint
- High level of confidence, well-spoken and well-groomed are essential qualities for this position.

Should you meet the minimum criteria of the above and wish to apply, please forward a detailed CV together with a copy of your ID and Certificates with the **following** reference in the subject:

Business Development Manager to: tommie@dirarogroup.co.za

CLOSING DATE FOR APPLICATIONS: 20 December 2021