

Business Developer

Remuneration:	cost-to-company
Location:	Cape Town
Job level:	Senior
Type:	Permanent
Company:	THE SKILLS MINE (PTY) LTD

Requirements:

- A bachelor's degree or certificate in a related field
- Must be able to work from home
- Must have own transport to potentially visit clients and venues/immersions

Responsibilities:

- Initiate and manage relationships with clients, serving as their point of contact from initial outreach to secured business
- Provide appropriate solutions to clients to boost top-line revenue growth, customer acquisition levels and profitability
- Respond to inbound opportunities, requests for proposals, and tenders as directed by the business development manager
- Explore outbound opportunities in specific markets and industry sectors, as directed by the business development manager and the relevant channel director
- Maintain positive business relationships to ensure client retention and growth
- Own the delivery of the Game Changer Purpose, Ambition, DNA, and Client Promise in terms of their business development role
- Participate in strategic change projects (Sprints and Hothouses)
- Attend and participate in events and conferences which afford an existing and potential client networking opportunity, and to follow up on leads generated
- Achieve and report on agreed sales targets and outcomes within schedule
- Perform cost-benefit and needs analysis of existing/potential clients to meet their needs within required timeframes
- Expedite the resolution of client challenges and complaints to maximise satisfaction

Posted on 26 Apr 10:22, Closing date 26 May

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