



OTTOBAUTHENTIC

Let's Talk... we're looking for:

Head of SME Development

Johannesburg

Salary: R45-R55k pm, Car allowance(R5k), Fuel Allowance(R4000), Commission

Job Purpose:

- ⑧ To obtain new business SME clients through prospecting, client interface, proposals, estimates and achieve specified sales targets. Successfully implement new business obtained and continue to build relationships and service clients.

Job Function:

- ⑧ Promote an awareness of AGL in the market.
- ⑧ Business Development - Identify and target new business opportunities within the SME sector
- ⑧ Responsible for achieving sales target through lead generation, prospecting, client meetings, drawing up of proposals, estimates, presentations etc.
- ⑧ Identify and target sales opportunities at low, medium, and high level.
- ⑧ Formulate strategy to successfully wind new business and in doing so, increase market share.
- ⑧ Opening of new business accounts according to the applicable procedure.
- ⑧ Creating and implementing of SOPs, SLAs, and other related documents.
- ⑧ Weekly and monthly reporting as required internally and to client.
- ⑧ Regular meetings – for the purpose of new business or servicing of existing business.
- ⑧ Managing Concerto (CRM) according to applicable requirements.
- ⑧ Rate negotiation with suppliers where required to procure nest rate for specific client requirements.
- ⑧ Handling of queries (operational, financial, or other).
- ⑧ Client entertainment.
- ⑧ Create awareness and understanding of industry vertical information, requirements, and general knowledge.
- ⑧ Keep abreast of industry changes, information, and skill requirements.
- ⑧ Any other delegated tasks deemed as reasonable as assigned by the reporting manager

Education and Experience Requirements:

- ⑧ Matric essential.
- ⑧ Previous Clearing & Forwarding sales experience required.
- ⑧ 3 years or more proven sales track record required.
- ⑧ Previous formal sales training required.
- ⑧ Strong understanding of the SME sector and its unique logistics needs.
- ⑧ Ability to build and maintain strong client relationships.
- ⑧ Well presented, professional individual with excellent written and verbal language skills.
- ⑧ Ability to effectively negotiate.
- ⑧ Ability to read and interpret financial information, including budgets, financial statements, and P&L data.
- ⑧ Full computer literacy.
- ⑧ Ability to create and implement strategies.
- ⑧ Ability to work within a target driven and pressured environment.

Kindly note: If you have not heard from us within 7 working days, your application was unsuccessful.

How to Apply: Please submit your resume to: jaques@ottobauthentic.co.za and use the job title as the subject.