



OTTOBAUTHENTIC

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

NEW BUSINESS DEVELOPMENT CONSULTANT

Logistics/Freight Industry

Denver, JHB

Salary: ±R40 000.00 pm CTC

About:

- Our client is a trusted logistics leader, delivering goods efficiently across South Africa. Known for reliability, safety, and exceptional service, the company optimizes long-haul routes with a well-maintained fleet and advanced systems, ensuring timely and compliant freight solutions. We are seeking a highly motivated and experienced.

Role:

- The New Business Development Consultant will play a pivotal role in driving the company's growth by identifying, pursuing, and closing new business opportunities. The consultant will develop strong client relationships, understand customer needs, and offer tailored logistics solutions to meet revenue targets.

Qualifications, Skills & Requirements:

- Matric Certificate
- Minimum of 3-5 years of experience in sales or business development, preferably in the logistics or transport sector.
- Proficient in MS Office Suite (Word, Excel, PowerPoint).
- Valid driver's license and own vehicle.
- Willingness to travel as required
- Strong interpersonal and communication skills (verbal and written).
- Persuasive negotiation and presentation abilities.
- Highly self-motivated, goal-oriented, and able to work independently.

Responsibilities:

- Lead Generation
- Client Relationship Management
- Sales Strategy and Execution
- Market Analysis
- Reporting and Administration

Benefits:

- Medical Aid Subsidy
- Provident Fund Contributions
- Death and Disability Cover
- Funeral Cover

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

Full Job spec available on request.

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