



Business Development & Account Manager
Strategic Projects Group
(Cape Town)
Permanent

Tellumat provides innovative technology, services and solutions in ICT, Defence, Energy, and Transport. We require the services of a **Business Development & Account Manager** for the Strategic Projects Group division.

Minimum Requirements

- 5 -10 years' experience in Industrial Systems
- Electronic diploma or degree
- Industrial Engineering industry knowledge
- Knowledge of commercial agreements and vendor management with detailed commercial understanding
- Driver's license
- Willing to travel

Advantageous

- Worked in a Railway environment

Competencies/Skills

- Team leadership experience and Management skills essential
- Work independently or part of a team
- Problem-solving skills
- Highly literate and numerate with exceptional writing and articulation skills
- Negotiation skills, closing skills, motivation for sales, prospecting and projecting skills, sales planning, selling to customer needs and requirements, territory management, excellent market research skills, presentation skills, energy level, meeting sales targets and goals, professionalism
- Relationship building and ability to work well in a team
- Business to business experience essential and business to government experience
- Exceptional business acumen

Responsibilities:

New Business Development

- Researches target market and potential markets
- Screens potential business by analysing the market
- Promote the business through presentations and commercial business case analysis
- Networking through exhibitions, conferences, referrals and other
- Develop new business by contacting potential clients; discovering, exploring and closing opportunities
- Development of account plans and strategies in line with the organisations vision
- Developing relationships within potential accounts, exploring further business opportunities
- Develop business models including full commercials

Account Management

- Establish strong understanding of the company's key accounts
- Working closely with clients to ensure a strong relationship between the company and the client
- Working with the Marketing department, Engineering department, Projects office and Operations Team to ensure that service requirements are understood and implemented in line with client expectations
- Active collaboration with the clients during the sales cycle through constant open communication, face-to-face meetings, managing the account and delivering on the sales pitch

Key Accountabilities:

- Monitoring the day to day commercial performance of each account within a portfolio
- Regularly liaising with existing clients to identify new business opportunities
- Identifying new clients to offer company services and or products
- Requirements elicitation, elaboration and definition
- Progressive manage an opportunity pipeline, closing all possible opportunities and eliminating opportunities that are not feasible
- Ensuring all clients understand the services or products on offer from the company
- Oversee the roll-out of all new contracts
- Carry out analysis and produce reports on a monthly and as and when required basis
- Providing input on changes and trends in the marketplace and the activities of clients, competitors and partners
- Client and sub-contractor interaction
- Effort estimation and resource planning
- Management of a team and process ownership
- Risk mitigation and estimation
- Interfacing between various functional teams (Projects, Engineers, Sales and Operations)
- Overall administration

Should you meet the requirements and wish to be considered an applicant for this position, please apply online or email a comprehensive CV to jobs@tellumat.com by no later than 30th April 2017.

Correspondence will only be with short-listed candidates.

Employment Equity will be considered when making the appointment.