

Business Development Consultant

P&L Academy, a division of Optimum Learning Technologies, has a vacancy for a Business Development Consultant at our office in Johannesburg.

The P&L Academy has internationally recognized procurement and logistics programmes and certification in collaboration with global centres of excellence.

Key responsibilities:

Sales

- Generate new leads
- Convert leads to sales by calling, emailing, and meeting potential and existing leads
- Generate sales orders originating from the customer
- Current and future customer engagement to include:
 - Face-to-face meetings, virtual meetings, phone calls and professional development events
 - Feedback to business on sales activities and customer engagement
 - Engage with and meet new customers by region
 - Network with potential customers at professional development events
 - Management of the sales cycle with Key Accounts, Accounts, and Potential Accounts or Potential Key Accounts by region
 - Create a planned meeting schedule and present to business
- Grow new potential customers
 - Identify and research by region
 - Analyse and categorise new customers by sector and sales potential
- Sales tracking to include:
 - Sales pipeline status updates
 - Budget vs actual sales tracking
 - Achievement of the agreed sales key performance indicators (KPIs)
- Sales forecast to include:
 - Generation of the annual sales forecast by product/intake/cohort/region
 - Achievement of the annual forecast target
 - Generation of potential sales pipeline by customer/product/region

Handle all sales administration duties

- Generate quotations
- Forward invoices to customers
- Ensure payments are received from customers prior to the commencement of intakes
- Timeous, accurate sales handover to delivery

Marketing

- Follow up on leads originating from marketing, current account, and referral channels
- Provide input and feedback to marketing on potential sales and marketing by region

Sales engagement strategy to include

- Construction of a customer-specific sales engagement strategy
- Execution of the sales strategy

Minimum Requirements:

- A tertiary qualification and/or previous work experience within a sales environment would be advantageous
- A valid driver's license
- Own vehicle essential
- Highly systematic and organized
- Intermediate MS Word and MS Excel Skills
- Ability to work independently and use own initiative
- Ability to work effectively under pressure and meet deadlines
- A strong sense of accountability
- High level of accuracy and attention to detail
- A strong work ethic
- Effective communication (written and verbal) and interpersonal skills
- Willing to travel and be flexible on working hours

How to apply:

Please use the link below to apply.



<https://optimumlearn.com/pl-academy/>