

Business Development Manager (Hunter) – Cape Town

J2 Software is a respected cyber security focused services provider. As part of our ongoing investment in growth we are looking for a strong new business focused sales person based in Cape Town.

The ideal candidate has at least a basic understanding of cyber security/resilience and is experienced in discussing the value of a services based solution to customers. This will suit a person who is highly driven, with an established network and someone who gets joy from doing the work. Driving the entire sales process from first contact to close.

The focus is on the Western Cape and other coastal areas of South Africa.

Responsibilities

The Employee will be responsible for, but not limited to, the following tasks:

- Management and achievement of allocated sales budgets.
- Working with the finance and renewals team where necessary.
- Maintaining accurate records on the J2 Software CRM system.
- Planning and performing lead generation activities.
- Manning of stands at Trade Shows, Exhibitions, Events, etc
- Sales Reporting and rectifying deviations where appropriate.
- Administration tasks as required.
- Maintain accurate sales forecasts and reporting as required in agreed format at stipulated intervals.
- Performing Sales Demonstrations/Meetings to customers/potential customers.
- Compiling Sales Proposals as and when required.
- Following up and closing of sales deals with current and potential customers.
- Account Management and client retention where required.
- Travel as required for the role.

Requirements

- Proven experience in achieving sales quotas.
- Cyber resilience/security experience is preferred but not required for the right candidate.
- Strong communication and interpersonal skills
- Strong attention to detail to follow instructions and processes.
- Willingness to achieve minimum KPIs.
- A great attitude.
- Be lekker

Please send your CV with or without a motivation cover letter to info@j2.co.za, include your successes and reason you think J2 will be a good fit for you and include your salary expectations.

If you do not have the required experience, please do not apply as it will be unsuccessful.

If you have not heard from us within 10 days, your application was unsuccessful.