

Bidvest Top Turf is the preferred supplier for a wide range of specialized horticultural projects and has an exciting opportunity for an enthusiastic **Business Development Executive** to join our dynamic team.

Business Development Executive (Western Cape Region)

JOB PROFILE

BASIC REQUIREMENTS	FUNDAMENTAL COMPETENCIES
<p>Matric Certificate & Relevant Sales Qualification Minimum experience of 3 years in Sales field Horticultural experience is an added advantage Valid Driver's License & Own Car</p>	<p>Excellent communication skills (written and verbal) Computer literacy in MS Word, MS Excel, MS Outlook and PowerPoint Good interpersonal, leadership and managerial skills Able to work independently Good work ethic and a positive attitude</p>

Attributes

- Demonstrate the aptitude or competence for assigned responsibilities.
- Demonstrate the ability to take initiative and carry out assigned jobs to completion.
- Manage time and resources well and demonstrate good organizational and leadership ability with strong interpersonal skills.
- Work under pressure when required and work overtime as and when the role and responsibilities require it.
- Committed, motivated able to achieve tasks in the required time frames.
- Prepared to go the extra mile to achieve the goals of the client.
- A positive attitude.
- Continuously pursues to improve skills through on the job or external training.
- Good time management and deadline driven.

Job Roles & Responsibilities

- Identifying opportunities for new business development through following up on leads and conducting research on target clients.
- Identify decision makers within targeted leads to begin sales process.
- New business generation by meeting potential clients to understand needs and providing relevant solutions.
- Managing the sales process to close new business opportunities.
- Meeting and exceeding weekly and monthly activity and revenue targets.
- Regular updating of Weekly Forecast Plan, Sales Call Planner & Sales Pipeline Reports & submitting them to National Sales Manager on a weekly basis.
- Maintaining a pipeline of all sales activities, with a clear record of proposal submission dates and subsequent follow-up efforts.
- Collaborating with Regional Managers to accelerate influx of business opportunities in the assigned territory.
- Combining efforts and fostering a collaborative environment within the business as a whole
- Creating informative presentations; presenting and delivering information to potential clients at client meetings, industry exhibits, trade shows, and conferences.
- Conducting secondary research into company financials, line of business, technology requirements, etc., to personalize prospecting efforts.
- Staying up to date with the latest procurement industry trends & best practices.
- Where necessary, support marketing efforts such as trade shows, exhibits, and other events.
- To carry out any other duties that may be delegated by the National Sales Manager from time to time.

Email your CV and copy of qualifications to
info@topturf.co.za
 and be sure to include "Application for Business Development Executive Role
 - Top Turf Western Cape Region" in your email subject

Closing Date For Applications
Friday 9 June 2023