



## Contact Details

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## Vacancy – Business Development Executive – North West

A great opportunity exists for a **Business Development Executive** at our North West branch.

We are looking for an individual who among other qualities is results driven, actively seeks out and engages customer prospects and an individual that can build and maintain positive business and customer relationships.

### Qualifications and Work Experience Required

- Matric Certificate
- Tertiary qualification preferably in Horticulture and / or Turf Management would be advantageous.
- A minimum of 3 years sales experience in the landscaping or services industry.

### Job Competencies

- Valid unendorsed driver's license
- Computer literacy in MS Word, MS Excel and MS Outlook (Strong excel skills).
- Bilingual – English / Afrikaans
- Presentable
- Good people skills
- Good work ethic and a positive attitude
- Good negotiating skills
- Able to work independently
- Good communication skills (written and verbal)
- Excellent attention to detail



Proud Members Of:



Bidvest Services (Pty) Ltd t/a Bidvest Top Turf, Reg. No. 2000/011155/07

Board Directors: A. Fainman, D. Lesley, B.A. Gosai

G.C. McMahon, D. Moore, H.D. Strydom



### **Duties and Responsibilities**

- Find potential customers through networking, cold calling and industry research to increase sales.
- Consult with customers to determine their expectations, needs and budgetary requirements.
- Ongoing market research/ gather market intelligence on competitors in industry.
- Build and maintain relationships with clients.
- Effective Client database management.
- Sales Administration – Complete all required sales processes from initial site survey until final submission of all relevant sales documentation.
- Sell the services and unique custom-fit solutions that the company offers.
- Achieve personal monthly sales targets set by the company.
- Be a “brand ambassador” that represents the company’s brand and values.

If you meet the above requirements and description, please email your detailed CV to Hlengiwe Vilakazi, [Hlengiwe@topturf.co.za](mailto:Hlengiwe@topturf.co.za) by the 15<sup>th</sup> of May 2021.