

Job Title	<b>New Business Development Manager</b>
Role	<p>Create and develop new business opportunities thereby increasing the scope, growth and clientele of C-Ways. Develop, review and implement new business strategies.</p> <p>You are responsible for maintaining a good working relationship with new contacts and assigning the clients to an internal account manager.</p> <p>Liaising between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs.</p>
Responsibilities	<p><b>Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Identifying and following up new business opportunities and setting up meetings;</li> <li>• Planning and preparing presentations;</li> <li>• Communicating new product developments to prospective clients;</li> <li>• Operate as the lead point of contact for any and all matters specific to your customers;</li> <li>• Build, expand and maintain strong, long-lasting customer relationships;</li> <li>• Develop a trusted advisor relationship with your customers;</li> <li>• Create an approved marketing plan;</li> <li>• Meet assigned targets for profitable sales volume;</li> <li>• Co-ordinate involvement of company personnel, support, service and management resources in order to meet account objective and customer expectations;</li> <li>• Develop strong relationships with key distributors and manufacturers;</li> <li>• Develop your own marketing campaigns and assisting in the team marketing.</li> <li>• Communicate clearly the progress of monthly/quarterly initiatives;</li> <li>• Forecast and track personal sales statistics and submit them to Sales Manager;</li> <li>• Identify and grow opportunities within territory and collaborate with the sales team to ensure growth;</li> <li>• Complete proactive customer “goodwill” calls;</li> <li>• Mentoring junior team members;</li> <li>• Continual training.</li> </ul>
Requirements	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Business Administration or relate field preferred;</li> <li>• Minimum 3 years experience in sales or business management experience typically required;</li> </ul>

	<ul style="list-style-type: none"><li>• Ability to communicate, present and influence credibly and effectively at all levels of the organisation;</li><li>• Highly organised and efficient;</li><li>• Manage multiple projects at a time while paying strict attention to detail;</li><li>• Strong selling, influencing and negotiating skills;</li><li>• Excellent listening and presentation skills;</li><li>• Excellent verbal and written communication skills;</li><li>• Be driven, self-motivated and flexible with a 'can do' attitude.</li></ul>
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