

## **Business Development- South Africa**

**Role: BDM position**

**Experience: 5-6 yrs**

**Job Location: South Africa**

### **Job Description**

The Business Development position is a key sales role for SA responsible for executing regional sales and business development strategies. The candidate would be playing a hunting role, responsible for securing new clients into mPHATEK, expanding business development activities selling mPHATEK entire portfolio of IT services, Consulting, Products, Business Process and Platform Services in specific South Africa region.

The position's primary responsibility for the selected candidate is to achieve the set TCv and revenue targets. The candidate will develop revenue-producing relationships with decision making CxO level executives at leading firms, as well as drive the sales cycle of all assigned sales opportunities from initial prospect communication through contract execution working along with PreSales & Solution Development team(s) onsite and offshore. Incumbent will oversee the entire sales effort from initial contact to bidding to negotiation of contracts to launch of actual services.

### **Responsibilities**

- Achieve quarterly and annual sales targets established by the Management and execute business development, offering positioning and sales strategies as a member of the sales team for SA
- Achieve lead generation, prospecting and other sales management goals designed to build an optimal sales channel.
- Personally, develop strong, long-term relationships and referrals with senior management in SA
- Manage the end-to-end sales process for all QUALIFIED opportunities including initial client communication, on-site presentations, RFI response, multi-day client workshops, RFP submission, negotiation and deal signing. The candidate is the focal point for all communication and sales activities with prospects and customers.
- Work in close collaboration with mPHATEK presales team & delivery teams to ensure that
- proposed offerings and services fully meet customers' business and technology needs.
- Provide leadership to customers during initial phases of engagement. Follow up and ensure total client satisfaction through the life cycle of the relationship.

- Identify and develop potential alliance partnerships and seek out new market & product growth areas.
- Adhere to all Sales, Human Resource, and corporate ethical policies, standards and guidelines.

### **Skills and Experience Requirements**

- Strong hunter profile with a proven track record of success in selling professional services in SA. Track record can also include technology services and/or products, including consistent over-achievement of client acquisition and sales revenue targets.
- Strong local contact base and access to alumni, local associations, industry associations within the SA markets.
- The candidate should demonstrate a good understanding of how target client firms use information technology to achieve business goals and meet regulatory and risk management requirements.
- Experience with vendor selection processes including RFI and RFP issuance and response management.
- Experience of working on opportunities run by third party analyst organizations would be added advantage
- Understanding of customer decision making criteria
- Ability to maintain strong sales management focus during sales cycles that are typically six months to one year in duration.
- Demonstrated ability (documented deals) to manage complex negotiations with senior-level business and technology executives
- Prior experience in relationship building with at trade shows, conferences, industry events and professional association meetings.
- Strong analytical and negotiations skills.
- To succeed in this position, you must be self-motivated, ambitious, focused, detail oriented, organized, capable of managing complex situations, and command the ability to work with offshore pre-sales and solution development counterparts to develop opportunities.

### **Education Requirements**

Bachelor's degree or equivalent required. Master of Business Administration (MBA) degree preferred.