New Business Development Manager

Remuneration:	market-related
Location:	Cape Town
Remote work:	Some remote work allowed
Education level:	Degree
Job level:	Mid/Senior
Travel requirement:	Occasional
Type:	Permanent
Company:	ZaPOP

At ZaPOP, our culture is driven by intelligence, integrity, and energy. Inspiring meaningful connections through creative strategy, design, digital and print media is our forte. We are a dynamic team of rebels and explorers on the lookout for a new business development manager to join us on our mission to help brands stand out where it counts nationally.

As the NBD you will be responsible for helping us take our sales game to a whole new level.

Your success will see you build long-term relationships with clients through effective communication, while also helping them grow their brand, improve sales, and ensure their continued success.

Throughout every sales journey, you'll be responsible for:

- Focus on presenting, negotiating and selling innovative brand-building solutions to various clients.
- Identify opportunities and achieve monthly sales targets.
- Understanding the need of the clients by being a strategic partner.
- Reveal to clients how we can bring their marketing plans come to life with creative solutions.
- Taking ownership of existing accounts whilst bringing in new business.
- Focus on the development of lasting relationships with our clients and stakeholders and act as a Brand
- Ambassador of the company.
- Collaborating with the internal sales team and implementing cutting-edge campaigns and providing timely feedback to clients.

To be considered for this position, these are the skills we're looking for:

- Matric/Grade 12.
- Degree in marketing/brand strategy/communication/media.
- 3-5 years' experience in a sales or business development role within the retail, FMCG, advertising or media industry.
- Valid drivers' license and own reliable vehicle.
- Proven track record as an account manager preferably in the retail, FMCG, advertising or media industry.

What we need from you:

- Excellent communication, negotiating, and solution-selling skills.
- Proficient in MS Office.
- Integrity.
- Great energy.

- The ability to thrive under pressure.
- Innovative
- Creative

If this position sounds like the right challenge for you, email us your CV with the Subject Line – 'NBD Manager to people@zapop.com.
If you have not heard back from us within two weeks, your application was unfortunately not successful.

Posted on 05 Apr 15:45, Closing date 4 Jun

Apply by email

Bianca Hopgood
people@zapop.com

Or apply with your Biz CV

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

Apply

See also: Manager, Account Manager, Sales Manager, Marketing Manager, Business Development Manager, Store Manager, Project Manager, Digital Account Manager, PR Account Manager, Product Manager

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