

## Business Development Manager: Western Cape

We're hiring a Business Development Manager! If you are interested, please direct all responses and queries to [busdev@snapscan.co.za](mailto:busdev@snapscan.co.za)

### About the job

The position outlined below forms part of the Business Development Team, and will be responsible for the identification of business opportunities, project management, account management, sales, and the development of SnapScan's channel partners. The candidate should be organised, have excellent communication skills, and be excited to interact with users and merchants. The core responsibilities are detailed below, but bear in mind that this is a very fluid and dynamic environment with a constantly changing set of challenges and opportunities.

### You will be responsible for:

- The planning and roll-out of new Business Development projects to merchants and users
- The identification, establishment and account management of key channel partners to increase SnapScan's merchant and user base
- The sales and relationship management of large restaurant groups, JSE listed companies, relevant billers and established e-commerce clients
- Lead generation and fulfilment of outbound sales to strategic merchants to significantly increase transactions
- The servicing of strategic inbound leads that require pitching and onboarding
- Sales support and project management of any relevant Standard Bank clients
- To assist any other SnapScan departments with sales or the rollouts of projects

## **Who you are**

This role requires a unique set of skills and attributes. All people are different, but we believe that if the following describes you, you will be well suited for this position:

- You are a self-motivated person, who doesn't need to be directly managed
- You have excellent verbal and written communication skills
- You enjoy an ever changing environment
- You enjoy the challenge of working across multiple industries
- You are organised and punctual
- You enjoy solving problems

## **What you need**

- Tertiary qualification required
- Minimum of 3 years work experience, preferably in sales or in the payments industry
- South African drivers license with working vehicle