

Junior Business Development Manager

Location: Johannesburg
Reference: #DT000352/RA
Company: [SydSen Recruit](#)

Our client in the automotive industry is looking for a junior business development manager to join their team in the Johannesburg North, **Gauteng Area**

Requirements:

- High school diploma or GED equivalent must also be 18 years or older. A formal qualification in sales or business will be an added benefit
- Proven working experience as a business development manager, vehicle sales executive or a relevant role is **non-negotiable**
- **Proven sales track record is a must**
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software, where applicable
- Proficiency in English
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Strong experience in sales, dealerships, social media is a plus

Duties and responsibilities:

- Fully understand and be able to effectively communicate the EM product and value proposition
- Understanding and being able to effectively identify qualifying EM clients
- Building rapport and maintain relationships with key dealership personnel (dealer principal, sales manager, finance and insurance manager and/or sales executives)
- Effectively interacting with dealer personnel, answering questions, being persuasive etc.
- Matching and understanding the clients' needs, capacity and requirements and matching those with the requirements of EM
- Identifying dealer personnel needs and trigger points and being able to communicate those effectively with the RSM
- Identifying and recommending individual dealer and dealer personnel strategies with RSM
- Developing a regular follow up strategy with dealerships and their personnel to extract the maximum support and encourage referrals
- Strong experience in sales and dealerships (Social Media exposure, tools and tracking will be viewed as a plus)
- Any additional requirement as instructed from time to time which may not be listed herein but is required by the operational requirements of the employer, and which falls within the vocational ability of the employee

Apply now!

Please note only candidates with the required experience will be contacted and considered. If you are not contacted within 14 days, kindly consider your application unsuccessful.

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