



Crowe DNA (Pty) Limited

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Vacancy: Business Development Consultant

Date: 14 August 2020

Crowe DNA is looking for a driven Business Development Consultant to take our business to new heights!

Crowe DNA is based in Somerset West and our objective is to deliver professional and strategic Human Capital and Organisational Development advisory services that supports our clients and their leadership teams. Our focus is on enabling SME, Commercial, Corporate, Non-Profit and Public Sector organisations that are expanding, diversifying, merging or right-sizing their response to their strategic and competitive challenges.

In this role you will be required to:

- Bring in qualified leads and convert into new business;
- Drive business development in existing and new markets;
- Promote services, promotions, campaigns etc. to current and potential clients;
- Build and maintain successful relationships with prospects and existing clients; and
- Attend networking events of various business forums to attract new business.

What are we looking for?

We are looking for a **dynamic** and **forward-thinking** individual with good **relationship management skills**. This individual must be **presentable** and **professional**, with the ability to **interact with various stakeholders and win new business**. Furthermore, this individual must be able to think **out of the box** and suggest new ways of acquiring business. **Negotiation** must be part of the individual's skill set and selling should be second nature.

The ideal candidate will have:

- A minimum of 5 years' experience in similar role with a proven track record of bringing in new business; and
- Understanding of Human Resources and Organisational Development services will be beneficial.

If you meet the above requirements and see yourself as a skilled and motivated business developer, then this position is for you.

Applications close 31 September 2020, Submit your CV to infodna@crowe.za.com today!

Directors: D Holloway, N Badenhorst Reg. No. 2017/125458/07

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