

Join our team as a

# BUSINESS DEVELOPER

Fintech | Software Solutions

Join our dynamic team as a Business Developer in the Client Engagement Services department and embark on an exciting journey at the forefront of innovation in the Fintech industry. This role offers an exciting opportunity to facilitate a seamless business development process, by identifying, engaging, and converting potential leads with precision and efficiency and building initial sustainable relationships with potential customers. You will play a pivotal role in shaping our business development strategies, driving revenue growth, customer satisfaction and market position.

## WHY BITVENTURE?

At our core, we are driven by a powerful vision; to foster sustainable businesses by mitigating risks and boosting revenue. We are the catalyst for innovation and proudly embody the spirit of "Intelligence in Action". Our recent accolade in 2023, the Digital Transformation Award at Africa Tech Week, speaks volumes about our commitment to excellence.

## WHAT'S IN IT FOR YOU?

Enter an environment where success is not just encouraged, but inevitable. As a Digital Transformation Industry leader, we offer career growth opportunities as we continue to scale and innovate. Experience a diverse and collaborative team, with competitive remuneration and recognition for your contributions.

## WHAT ARE WE LOOKING FOR?

- Matric, and an advanced certificate (NQF level 5)
- At least 1-3 years B2B field sales/external sales experience – proven track record
- Comfortable selling to C-level Executives
- Driver's License and reliable vehicle (able to travel from time to time)
- Basic proficiency in Microsoft Office Suite, CRM Software, and other relevant sales systems and tools
- Sales skills (prospecting, negotiation, closing deals)
- Sales forecasting, analytics and reporting skills
- Excellent communicator and relationship builder, and able to adapt to change, work under pressure
- Initiative and eagerness to continuously improve, and develop oneself

## WHAT YOU WILL DO

- Achieving targets and leads activation – achieve monthly invoicing targets, nurture prospects, maintain client relationships, and activate marketing leads and accurate qualification. Leverage networking relationships for client expansion and provide timely feedback to enhance lead generation efforts.
- New Business Relationships - Understanding and addressing potential clients' needs with tailored solutions that result in deal closures. Collaborate in the exploration of opportunities for offering value-added services, enhancing the overall client experience.
- Sales and marketing - Prepare impactful presentations, product demos, and communicate new product developments. Participate in marketing initiatives to support sales efforts.
- Admin/pipeline management - Maintain accurate client information in HubSpot CRM and relevant systems, update client packs and ensure timely and professional communication with clients.