

Business Development Consultant

The Organisation

KLM Empowered was established in 2005 and is a proud Level 1 B-BBEE company.

With its vision firmly set on providing world-class, globally recognized skills transfer solutions to empower organisations and individuals to build and sustain their effectiveness, KLM Empowered has become well-known for excellence in the design, delivery, and project management of skills development, socio-economic development, and leadership development initiatives across South Africa.

Through its Centres of Business and Leadership Excellence, KLM Empowered has produced a remarkable track record of competence development and project success and remains the first choice among many esteemed clients for learnership/internship implementation and leadership development.

KLM Empowered's strength lies in its focus on building business-relevant skills, its entrepreneurial spirit, and the quality of its service delivery teams.

Role Overview

Position Name	Business Development Consultant
Position Type	Permanent
Reports to	Head of Marketing and Business Development
Direct Reports	No
Division	Marketing and Business Development
Location	Bedfordview
Key Customers	External

The Greatness Effect

KLM EMPOWERED, YOUR B-BBEE PROJECT MANAGEMENT, TRAINING SOLUTIONS AND ECO-SYSTEMS DESIGN PARTNERS
FOR SKILLS, ENTERPRISE AND SOCIAL-ECONOMIC DEVELOPMENT

Head Quarters

Physical Address

20 Skeen Boulevard, 3rd Floor, South Wing, Bedfordview, GMT, 2007

Postal Address

P.O. Box 752423, Gardenview, 2047

Knowledge X-Change Centres of Excellence

Centre of Leadership Excellence

20 Skeen Boulevard, 3rd Floor, North Wing, Bedfordview, GMT, 2007

Centre of Business Excellence

H. Santos Building, 2nd Floor, West Wing, 30 Arena Close, Bruma, JHB, 2198

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Role Description

Purpose of the position

To drive sustainable business growth through the identification of business development opportunities and the achievement of business development targets.

Key Performance Areas

- Analyse prevailing market conditions with respect to KLM Empowered's products, services, customers, competitors and external business environment
- Stay up to date regarding trends in the industry
- Identify opportunities for the development of new revenue streams
- Identify opportunities for the organisation to improve the quality of its offering
- Develop business cases, plans and models for new/improved products/services
- Develop and implement go-to-market strategies and plans
- Identify opportunities for the establishment of new accounts
- Identify opportunities to grow business from existing accounts
- Generate leads through professional interaction and networking
- Prepare proposals and presentations for current and prospective clients
- Achieve business development targets through the implementation of new revenue streams, establishment of new accounts, and growth of existing accounts
- Negotiate contracts where necessary
- Identify and respond to tender requests
- Oversee the development of marketing collateral for new/improved products/services

Role Requirements	
Qualifications	A degree in Marketing, Business Administration or the equivalent
Experience	<ul style="list-style-type: none"> ▪ Minimum of three (3) years' experience in a similar role in a similar industry ▪ Proven sales track record
Competencies Required	<ul style="list-style-type: none"> ▪ Proficiency in MS Office and CRM software ▪ Able to build rapport ▪ Able to work in a team-oriented, collaborative environment ▪ Able to multi-task and operate in a fast-paced environment ▪ Able to work under pressure and to tight deadlines ▪ Excellent communication, presentation and negotiation skills ▪ Exceptional planning and time management skills ▪ Superior research and analytical skills ▪ A passion for delivering memorable customer experiences ▪ Powerful networking skills
Additional Requirements	<ul style="list-style-type: none"> ▪ A valid RSA driver's license and own transport ▪ Ability to work extended hours if required