

# Vacancy Notice

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## Business Developer / Account Manager

**Job Position:**

Business Developer / Account Manager

**Skill Level:**

Senior

**Remuneration:**

R35,000 plus commission

**Appointment Date:**

Immediately

**Appointment Duration:**

Permanent - 3 Month Probation

**Location:**

Auckland Park, Johannesburg

About TQ Group:

**Storytellers with a knack for Tech.**

We are a visual communications agency specialising in tactical and innovative communication platforms and target-based content production. We use the mediums of video and animation to bring our stories to life.

TQ Group is looking to procure the services of a seasoned sales orientated person who has experience in complex sales.

**Expectations:**

**Sales New Business:** You will be accountable for Sales in an end-to-end manner, which include selected marketing responsibilities (mainly keeping products relevant). The area of accountability will start with identifying prospects in each of the market segments, turning prospects into leads; qualify those leads and then converting qualified leads into sales.

**Sales Current Customers:** You will be working with the key account managers in identifying opportunities to mine.

## **Responsibilities:**

### **Strategic:**

- Sales execution

### **Operational:**

- Conducting Customer & Marketing Intelligence analysis
- Drive sales - Solicited Business Prospects
  - Evaluate the sales culture and processes and develop a strategy for TQ Group's growth
  - Responsible for building a sales culture in the company
  - Scan the environment for RFI/S/P s that requires services that TQ can partially or fully fulfil
  - Qualify those leads by coordinating with the specialists and making the priority list/s. Making the final in principle 'go for the target' decisions
  - Lead the business proposal by taking full responsibility for the completion of all required documents, proposals, presentations, terms, POC's, etc. This is done by scheduling and co-opting different specialists in TQ to contribute on their area of accountability
  - Close the possible gap between understanding 100% the customer needs and the TQ solution, by engaging and coordinating between the customer and TQ own internal teams
  - Negotiate and close the sales deal
- Drive sales - Unsolicited Business Prospects
  - Generate leads and qualify leads, TQ's market segment criteria
  - Work with account managers to pro-actively identify sales opportunities of our existing customer base
  - Design and run an occasional Sales campaign → (advertising, direct sales calls, promotions, trade shows, conference, web (e-mail/ blogs/ downloads /newsletter/ podcasts/ social network)
  - Nurture the qualified sales leads and taking accountability for executing the sales process (appointments, proposals, trust, presentations, POC's, etc)
  - Solution design. Close the possible gap between understanding 100% the customer needs and the TQ solution, by engaging and coordinating between the customer and TQ own internal teams and/or strategic partners
  - Negotiate and close the sales deal
- Represent TQ in all trade shows, conferences and brand building events
- Feedback (from the market/ customers) into the TQ specialists on where our product needs refinement / development
- The job is measured on the following metrics:
  - Annual revenue plans, resourcing and achievement of revenue targets
  - Achievement of ratio between qualified leads to successful proposal to closure ratio
  - Coordination and management of the specialist solution resources whether internal or strategic partners
- Account management of new clients including onboarding and hand over to the account services team.
- Execution of projects as required by the strategic or operational plan of TQ as allocated from time to time by the MD



## **Job Requirements**

### **Qualifications & Experience**

- At least 5 - 10 years' experience in a in sales in the B2B environment for integrated service solutions
- Media content, network technology, advertising and content production exposure
- Track record of successful solution type sales within the B2B solutions environment
- Proven track record of successful closing of new business and achievement of sales plan
- Demonstrate achievement of set business goals and hunger to succeed

### **Knowledge:**

- Understanding of business principles
- Knowledge of sales and marketing fundamentals
- Detail knowledge of B2B solution sale practises (compile a solution from the customer's perspective)
- Broad exposure to the technology environment products and markets and specifically the digital solution space

### **Skills Required:**

- Your persuasion capability must extend well beyond the execution of your job-it must influence the way people think about the TQ value and solutions
- 'Sales is my life' attitude
- Negotiation and deal making
- Outstanding communication, presentation and facilitation skills
- Interpersonal skills with a pleasant but professional disposition that facilitate the building of strong and lasting relationships
- Ability to network widely and interact with management at all levels, including both the operational levels and C levels
- Full suite Office 365
- Knowledge of Chase advantageous
- Knowledge of Monday.com advantageous
- The ability to perform under pressure
- Task Orientated
- Be able to multi-task
- Excellent communication skills
- Financial acumen
- Business and marketing skills