



New Business Development Consultant

August 2021

8 REASONS TO JOIN OUR TEAM

1

Great Career Opportunity

We think like a successful start-up that always finds new opportunities to grow and develop our expertise. Our team members love to take on new challenges and seek resources to advance their work and careers.

2

We're smart

With deep innovative talent we succeed in solving complex problems and developing innovative solutions. We don't apologise for being the brightest sparks in the room.

We Win

We dominate our market because we have the best technology in the industry combined with some of the best brains in the world.

3

Remarkable Colleagues

We are team players and enjoy working together. We embrace our diversity and the excellence that accompanies striving beyond the normal. We have fun but never lose focus of our objectives.

4

5

Big Brand Clients

Our technology is used by over 90% of Fortune 500 to help them deliver strategic business value and tangible results.

6

Learning Opportunities

Career development is important. We help you build your skillset by providing in-house training as well as support external training and development.

Global Footprint

We provide opportunities to work with global clients and staff.

7

Amazing Technology & Tools

We have a passion for continuous improvement. New ideas, tools and technology spread through the company fast. We welcome experimentation and encourage risk. This is how some of the best innovations are born

8

New Business Development Consultant

Join the dynamic Konsise Product team as a New Business Development Consultant. With the future of tax being automation and with our passion for transforming the way companies manage tax, Konsise is looking to grow our revenue stream. The New Business Development consultant will be responsible for creating opportunities and showcasing how our product will benefit their business.

Reason for vacancy:	Company Growth
Reporting to:	Managing Director
Management level of role:	Task and project management, No employee management.
Working environment & travel:	Although currently working from home. This is a fast-paced working environment. The role is based in Johannesburg, but the individual will be required to do some national travelling when required. Customers are based across South Africa.
Working hours:	8:30am to 17:00pm when in the office and will ideally understand that there may be times that they need to work overtime on projects. When based at client sites, the individual will need to work the working hours stipulated by the client.

Key Deliverables:

- Generate a qualified new business pipeline through cold-calling, incoming leads, and other proven techniques.
- Utilise strategic, proven sales methodologies to ensure that new business opportunities convert to new business software sales to achieves sales targets.
- Prepare business cases, proposals, tender responses, presentations, and sales contracts.
- Prepare a variety of sales status reports including activities, follow-ups, closings, and adherence to targets.
- Ensure that the CRM system (Salesforce) is accurately updated with all necessary information.
- Actively increase your industry knowledge to educate and create awareness within the customer environment.
- Develop and maintain excellent product knowledge and be able to sell the unique benefits of the solution.

- be driven! have an inherent desire to succeed and exceed the goals and targets you and the business have set.
- a higher-than normal desire to learn new skills required for the role.

We are committed to employing the best person for the role.

For more information, or any questions contact Tamsin Jatho, tamsinj@surtech.co.za.

Konsise is part of the SurTech group of Companies

