



## **Wanted:** Business Development Specialist

( > 7 years' experience)

VBKOM is looking for a Business Development Specialist to provide a top-quality service to colleagues and clients alike, while maintaining professionalism and living by the VBKOM values. He or She will be responsible for making project and task specific decisions as delegated by the Manager Business Development, as well as making strategic decisions and tactical plans for allocated resource capacity utilisation and development and allocated client engagement and project pipeline.

**Preferred Qualifications:** bachelor's degree

**EE/AA:** Not Mandatory.

**Location:** Centurion, Gauteng

**Availability / Start:** ASAP

**Package:** Market related

**Appointment:** Permanent

**The successful applicant will be responsible for:**

- Technical/Mining industry skills required to create proposals and find solutions to meet client requirements
- Excellent organisational skills to meet goals and set priorities
- Understand the market and customer environment, trends, industry drivers, risks, and opportunities
- Actively contribute towards the definition of VBKOM's target customer segments and creation of the VBKOM Strategy
- Actively contribute to the formulation of the Customer Value Proposition and customer experience for VBKOM
- Manage value added delivery and business benefit realisations for customers in the market segments
- Ensure commercial health and profitability on allocated projects
- Lead, manage and support Contract Managers
- Enable account / contract managers to grow relationships with customers in the allocated Market Segment and to cross-sell VBKOM's service offerings
- Execute the VBKOM Business Development, Marketing and Sales Strategies for the allocated Market Segment
- Actively pursue opportunities in new segments / new customers in the allocated Market Segment
- Ensure that credible and value-added solutions are crafted for new / existing customers
- Monitor project teams to ensure contracts are executed as agreed
- Coordinate with sales and technical teams to develop mutually beneficial proposals

- › Maintain and build trusted relationships with customers (current and new)

**Requirements:**

- › Alignment to the VBKOM values
- › Understanding of the mining project value chain
- › Understanding of consulting business practices
- › Experience in technical proposal writing, sales, account management and client business development
- › Ability to travel for client engagements and events.
- › Attention to detail, accuracy and efficiency in completing tasks.
- › Entrepreneurial and Commercial Thinking
- › Ability to use initiative and assume responsibility, an innovative and pro-active mindset.
- › Organised and structured
- › To continuously stay up to date with new technical/mining industry developments and take personal accountability for personal development.
- › Strong focus on producing results
- › Excellent communication skills
- › Engage with clients and VBKOM personnel in a courteous and professional manner as per the VBKOM Values and Code of Conduct.

**Should you wish to apply, please use the career Junction portal.**

**Applications close 29 September 2023.** If you are not contacted by **20 October 2023**, consider your application as being unsuccessful.



**[vbkom.com](http://vbkom.com)**