

Business Development & Client Engagement Role

Are you driven, have a knack for identifying business growth opportunities, find meeting and exceeding sales targets an exciting challenge and love meeting with people?

If your answer is yes, you might be the one we're looking for to fill our Business Development & Client Engagement role.

We're a boutique consulting agency with big plans and we're on a hunt for talent - especially if you are adaptable, thrives working in a fast-paced, collaborative environment with a thirst to learn.

Requirements of the role:

- Bachelor's degree in Business Management or Administration, Finance, Accounting, Marketing, or related field.
- Proven experience working in a Business Development / Consulting capacity.
- Proficiency in all Microsoft Office applications.
- Excellent analytical, problem-solving and management skills.
- Exceptional negotiation and decision-making skills.
- Effective communication skills.
- Good business acumen.
- Customer-oriented.

Responsibilities:

- Meeting with potential customers to present company offerings and negotiate business deals. Developing and sustaining solid relationships with customers.
- Analysing customer feedback data to determine whether customers are satisfied with company products and services.
- Providing insight into product development and competitive positioning.
- Conducting market research to identify new business opportunities.
- Collaborating with company stakeholders to determine the most viable, cost-effective approach to pursue new business opportunities.

If this JD interests you, drop us your resume/CV at hello@ppearl.com