



TSHENOLO WASTE

YOUR WASTE
MANAGEMENT FRIEND

Tshenolo Waste, a Healthcare Risk Waste Logistics company is looking to employ a Business Development Officer to join its team. This position will be reporting to the General Manager.

Minimum Requirements:

- Marketing Diploma/Degree, Sales or equivalent qualification
- Minimum of 3 years' experience in business development or similar with proven record
- Valid driver's license with own transport
- Must be willing to travel
- Excellent written and verbal English communication skills
- Knowledge MS Office
- Thorough knowledge of Treasury Procurement System and Procedures

Responsibilities

- Maintaining existing customer relationships as well as personal contact and to secure new business
- Establish, develop and maintain positive business relationships with current and prospective customers
- Increase the visibility and awareness of our company's services and products and maximize sales growth
- Visit prospective clients to assess, present, promote and sell Tshenolo Waste's products
- Increase the client base
- Keep abreast, monitor and evaluate data status of industry related contracts to identify opportunities
- Understand the market in which we are operating in.

- Preparing and submitting tenders, proposals, expressions of interest and supporting documents
- Attending briefings
- Editing and proof reading of tender submissions and proposals
- Ensure that legislative requirements are met
- Tracking of all tender related correspondence before, during and after submission
- Ensuring tenders are submitted in time
- Stay abreast of the company product changes and enhancements
- Development, implementation and monitoring of tender procedures and practices

Skills Required

- Sales Skills
- Developing Strategies
- Client focused /client centric
- Interacting with People
- Seizing Opportunities
- Convincing People
- Risk awareness
- Articulating Information
- Exploring Possibilities
- Making Decisions
- Providing Insights
- Meeting Timescales
- Pursuing Goals
- Technical Retail Acumen
- Prospecting skills

HEADQUARTERS

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