



**MACDONALD'S**  
TRANSPORT / WAREHOUSING  
SINCE 1933



MacDonald's Transport and Warehousing, a well-established fast-growing group of companies, with an equal opportunity policy, has the following vacancy in Durban.

**NEW BUSINESS DEVELOPMENT SPECIALIST: WAREHOUSING**

**JOB PURPOSE:**

To Market and sell warehousing services through a service to sell approach. To maintain our customer portfolio and to ensure that all related queries and complaints are dealt with in a professional manner.

**QUALIFICATIONS & COMPETENCIES REQUIRED:**

- The ideal Candidate must be, friendly and service orientated.
- Grade 12 a relevant tertiary qualification.
- Advanced Computer literacy with strong Excell skills.
- Three years relevant experience in a similar role in Warehouse environment.
- Fluency in Afrikaans and English (verbal and written) will be an advantage.
- Business Writing skills.
- Negotiation skills.
- Confident communicator both over the phone and in writing.
- Strong sales approach including negotiating, handling objections, and closing a deal.
- Self-Motivated with the ability to Working under pressure.
- Ability to travel.

**KEY ACCOUNTABILITIES:**

- Identify and develop profitable new business opportunities for Warehousing related services.
- Develop new sales leads and to build a database of potential clients.
- Maintain and grow existing business by cross selling opportunities.
- Develop strong client relationships to enhance and increase sales potential.
- Keep up to-date sales records for all existing and prospective accounts on company IT systems.
- Prepare detailed and professional written proposals and quotations where applicable.
- Professional sales approach is always followed.

A comprehensive CV to be forwarded to: [recruitment@macdon.co.za](mailto:recruitment@macdon.co.za)