

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

New Business Development Specialist (Logistics)

QUALIFICATIONS & COMPETENCIES REQUIRED:

- Bachelor's degree or equivalent relevant qualification
- At least 5 years' experience in a new business sales environment in the Road Transport / Warehouse Operations
- Above average interpersonal skills
- Goal Driven
- Good computer skills
- Must have good understanding of cost calculations
- Excellent communication skills
- Fully bilingual
- Ability to function independently and be self-motivated
- The ideal candidate must have the ability to maintain a sustainable fast pace with enthusiasm
- Adaptability and perseverance associated with the transportation industry
- Valid driver's license
- Presentation skills
- Persuasive and Negotiating capability

KEY ACCOUNTABILITIES:

The purpose of the job is to obtain new business, Responsibilities include:

- Develop a database of qualified leads including canvassing, cold calling and networking.
- Obtain appointments with relevant decision makers.
- Sell consultatively
- Create and conduct effective proposals presentations with prospective clients.
- Negotiate terms of an agreement and closing sales.
- Handover of new clients to operations
- Reviewing own sales performance, aiming to meet or exceed targets.
- Follow-up on outstanding debt for customers
- Maintain accurate records of all sales and prospecting activities Requirements
- Targeting new business
- Dealing with all relevant queries in a friendly and courteous manner;
- Maintaining business relationships
- Assist and resolving queries in the operations and accounts department as and when required
- Ensure that timeous quotes are given to all customers and that they are accurate and up to date

A comprehensive CV to be forwarded to: recruitment@macdon.co.za

Applications close on _____

You can assume that your application is unsuccessful if no correspondence is received within 3 weeks from closing date.