

Business Sales Consultant

Remuneration:	negotiable market-related
Location:	Rustenburg
Remote work:	Some remote work allowed
Job level:	Junior/Mid
Type:	Permanent
Company:	PikUniq

Attention: Please note that the hiring team responsible for this position will be using the PikUniq platform for candidate screening and conducting one-way interviews. Each application received will be carefully evaluated and screened. Further information on how to get started will be provided.

We are looking forward to receiving your application.

Position: Business sales consultant

Location: Mpumalanga, Rustenburg and Gauteng

About the role: We're seeking a dynamic business development consultant to drive revenue growth, expand our customer base, and maintain key client relationships. The role involves identifying new business opportunities, executing sales strategies, and ensuring premium service delivery. The ideal candidate will possess excellent communication and negotiation skills, a strong understanding of cash management principles, and a proven track record of achieving sales targets.

Responsibilities:

- New business development
- Key client relationship management
- Site and service support

Minimum requirements:

- Matric essential
- Computer literacy
- Advanced experience in Microsoft Excel will be an advantage.
- A degree will be an advantage.
- Three or more years of experience in external sales/ business development

Skills:

- B2B sales
- Executive development
- Consultative sales
- Prospecting
- Account management field based
- Closing deals

- external field sales
- Training
- negotiation skills

Company Description

At PikUniq, we're revolutionising the way talent meets opportunity. With our cutting-edge HRTech platform, we blend traditional recruitment methodologies with innovative technology, and our solutions streamline and optimise the hiring process.

Our mission is simple: to connect employers with unique talent. Whether you're a forward-thinking company seeking the perfect fit or a talented individual ready to embark on your next career journey, PikUniq is here to make it happen. Join us in shaping the future of recruitment and unlock boundless possibilities with PikUniq.

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