

ROLE PROFILE: Business Developer (Sales Agent)

Location: Menlyn, Pretoria

About Us at Bob Group:

At Bob Group, we're on a mission to revolutionize e-commerce in South Africa by simplifying and enhancing the online shopping experience. Our innovative platform combines a marketplace, online payment solutions, logistics, and parcel lockers - all powered by cutting-edge technology. We're growing fast and looking for passionate individuals to join our collaborative, no-nonsense team.

We believe in transparency, flexibility, and ownership, and we've created a work environment that fosters personal growth and empowers you to make an impact from day one. Say goodbye to corporate red tape and hello to a place where your contributions truly matter.

What You'll Do:

As a **Business Developer**, your primary responsibility is generating leads, driving new business, and meeting sales goals to help expand Bob Group's reach and impact. You will play a key role in building relationships, presenting our products, and onboarding new clients.

Your day-to-day will include:

→ **Lead Generation & Prospecting:**

- ◆ Identify and engage with potential clients who would benefit from Bob Group's products and services.
- ◆ Research leads to understanding their needs, pain points, and business challenges

→ **Sales Presentations & Product Demonstrations:**

- ◆ Conduct engaging product demonstrations and presentations explaining how our solutions align with clients' needs.
- ◆ Tailor sales pitches and proposals to address client requirements and close deals

Postal Address:

Bob Group (Pty) Ltd
PO Box 6009
Rivonia, Johannesburg
2128

Johannesburg:

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2 Silver Point Office Park
22 Ealing Crescent
Bryanston, Johannesburg
2021

Pretoria:

8th Floor, Menlyn
Central Office Tower
125 Dallas Avenue
Menlyn, Pretoria
0181

→ **Client Onboarding & Relationship Building:**

- ◆ Work closely with clients to onboard them successfully, ensuring they understand and can use the products to their fullest potential.
- ◆ Cultivate and maintain strong, long-term relationships with new clients.

→ **Sales Team Collaboration & Cross-Department Coordination:**

- ◆ Collaborate with the sales team and other departments to drive sales efforts and improve processes.
- ◆ Stay updated on the latest sales trends, best practices, and product updates.

→ **Field Engagement:**

- ◆ Be willing and able to conduct off-site meetings at client premises to close sales or maintain relationships.

What We're Looking For:

We need someone who has:

→ **Essential:** Matric/Grade 12

→ **Preferred:** Tertiary qualification in Sales, Marketing, or related field

→ **Experience:**

- ◆ At least 2 years of function-related experience in sales or business development.
- ◆ Experience in courier, logistics, eCommerce, or Software-as-a-Service (SaaS) industries preferred.

→ **Skills:**

- ◆ Strong interpersonal and communication skills, both verbal and written.
- ◆ Critical thinking and problem-solving abilities to understand customer pain points and address their needs.
- ◆ Time management and organizational skills to prioritize and execute tasks effectively.
- ◆ Ability to work under pressure and meet sales targets in a fast-paced environment.
- ◆ Ownership mentality with a sense of pride in personal performance and impact.

Why You'll Love Working Here:

- **Flexibility:** Hybrid working model with flexible hours and 1 remote day/week. Work where you work best.
- **Growth Opportunities:** We're committed to your career development, learning new technologies, taking on new challenges, or advancing your career.
- **Inclusive & Transparent Culture:** We value openness, transparency, and ownership. Everyone's voice matters, and you'll be heard.
- **No Corporate BS:** Enjoy a work environment free from unnecessary bureaucracy that focuses on results and collaboration.
- **Supportive Team:** You'll work alongside talented, driven people who are passionate about what they do and genuinely support each other.
- **Perks:** From good coffee to snacks, we ensure you're fueled for success.

Is This Role for You?

If you're passionate about driving sales, building relationships, and making an impact, this is the role for you! We're looking for someone who can take ownership, thrive under pressure, and meet sales goals while providing excellent customer experiences.

What We Offer:

- Competitive salary
- Hybrid working model with flexible hours
- Opportunities for career development and advancement
- A collaborative, open environment with a focus on personal and professional growth
- Fun, supportive colleagues and a positive company culture

Apply Now:

Join us and help us grow! If you're excited about taking ownership and driving sales success, apply today. Ready to make an impact? Let's chat!