

Harel Mallac Technologies is recruiting **Regional Business Development Manager**

Key Responsibilities:

- Establishing new business relationships in new territories.
- Establishing strategic relationships with key contacts in order to generate business leads.
- Evaluating the business ideas according to the company criteria.
- Developing new business relationships, generating and negotiating new income to agreed annual targets of invoiced revenue, to increase year on year.
- Defining the scope of projects with new clients by:
 - assuming the “project champion” function for the realization.
 - calculating sales prices in accordance with company rules for profitability.
 - negotiating and concluding confidentiality agreements and supply contracts.
- Generates sales figures by interacting with the sales team to increase the number of proposals sent.
- Works towards the achievement of the budgeted sales targets and profits.
- Builds Marketing intelligence to provide a reliable source of information on customers' profile, local IT players, products, competition, suppliers etc. to initiate sound marketing decisions and takes value added initiatives for sales optimisation.
- Ensures that activities and products/services are timely and effectively communicated to the potential new clients.
- Builds and maintains a cooperative environment among various departments to contribute in achieving the overall objective of the department, and of the company as a whole.

Skill & Competencies required:

- At least a Degree in Computer Applications or bachelor's degree in information technology, or a related field.
- Excellent technical, analytical and communication skills.
- Ability to maintain high working standards.
- Possesses solid project management skills.
- Advanced decision making and problem-solving skills.
- Good IT knowledge, technical, analytical and communication skills.
- Have a minimum of 5 years' experience in Sales.
- Experience on the African market.
- Must be able to demonstrate sales record (3+ years) at a high level of achievement.
- Have solutions-selling experience in any one or all the following areas: hardware, software, or other technical product.

Employment Type: Full-time

Contact: hmt.talents@harelmallac.com

Only successful candidates will be called upon for interview.

Harel Mallac Technologies is an Equal Opportunity Employer.

Please consult our Privacy Notice on www.harelmallac.com to know more about the way in which we use your personal data.

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