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| JOB TITLE: | Business Development Executive |
| LOCATION: | Cape Town, South Africa |
| REPORTING TO: | Head of Business Development |
| DEPARTMENT: | Sales |

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| Having recently secured £93 million of funding from global investors, Connex One has been voted one of the top 15 fastest growing tech companies outside of London over the past 2 years.  Connex One is a UK based market leading “Omnichannel” provider, providing powerful in-house AI technology to intelligently transcribe and assess calls, with an ever expanding platform of communication channels, including Email, Live chat, WhatsApp, SMS and Facebook.  Established in 2013 Connex One is now present in 5 continents, with a global headcount of over 450 global employees, based between our offices in Manchester, Durban (South Africa), Miami (USA), Melbourne (Australia), Stockholm (Sweden) and Spain (Barcelona). |
| **Role Objectives** |
| The Business Development Executive role is an opportunity to join a fun, fast paced and dynamic team that sells our product globally. We're looking for people who are motivated to succeed, want to continue to grow our team, have a passion for working in a sales environment and can do all that with a smile on their face! |
| **Core Responsibilities & Duties:** |
| * Place outbound phone calls to set appointments to initiate the sales process. * Work to achieve daily, weekly and monthly goals through execution of lead generation  activities. * Continuous prospecting through LinkedIn, Networking Events and other sources. * Make set targeted calls daily into target accounts. * Acquire new Business Customers focusing largely on SMEs as well as Enterprise organisations. * Delivery of all personal KPIs and targets, specifically focussed on new connections, contract value and profit, identifying and winning new revenue streams across for our omnichannel integration of CXM (Customer Experience Management) & WFO (Workforce Optimisation Tool) CRM systems. This includes solutions incorporating Phone, SMS, Email, Web, Social and Live Chat, with Gamification and AI Analytic Functions * Having a full understanding of Connex One products and services creating tailored value propositions for your prospects. * Acting as an ambassador for the business and exhibiting Connex One core values. * Stakeholder & relationship management - engaging across all levels within prospective customers' businesses. * Develop, manage, and maintain a strong opportunity pipeline to ensure key sales KPIs are met or exceeded. |
| **Experience & Qualities** |
| * Experience in technology led, volume, 24/7 business is essential * Knowledge and experience of a SaaS environment is advantageous but not essential * Exposure to international business is desirable * Ability to coach, lead, inspire, support, and motivate colleagues * Customer focus * Excellent communication skills * Interpersonal skills * Influencing sales teams * Building structured sales activity * High energy and motivating * Self-Management * Working knowledge of Google systems * Telephone sales skills |
| **Qualifications & Skills** |
| * Previous new business sales experience for a Telecoms or ICT organisation * Consultative selling in a B2B environment * Ability to drive and define timescales and client decision-making processes * Excellent communication skills * Self-motivated, enthusiastic and professional |

To apply for this role, submit your CV and any relevant personal information to [hr@connexone.co.za](mailto:hr@connexone.co.za)

We encourage applications from people of all ages, abilities and cultural backgrounds including Aboriginal and/or Torres Strait Islander Peoples. If you have any questions or require any adjustments to ensure a fair and equitable interview and selection process, please reach out to the HR inbox.

This job description should be taken as a general guide and the company reserves the right to update and amend it in keeping with operational requirements, which may change from time to time.