



TRIUMPH
PACKAGING

Durban

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Rochdale Park, 4034.
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Cape Town

12 Beach Road,
Woodstock,
Cape Town, 7925,
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Johannesburg

Heaton Lane, Longlake 20,
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Triumph Packaging (Pty) Ltd
www.triumphpackaging.co.za

Vat No: 4210306439
Reg No: 2022/449295/07

Directors:
AJ Curtis
SR Mainstone

BUSINESS DEVELOPMENT MANAGER
TRIUMPH PACKAGING
DURBAN/CAPE TOWN/GAUTENG

CORE PURPOSE OF THE JOB:

To achieve and exceed the sales targets/financial sales budgets aimed at growing sales and profits through the development of strategic business partnerships, which provide a total solution to customers.

KEY PERFORMANCE AREAS:

- Attain new business
- Manage key accounts from an operational focus to a strategic level
- Negotiate and solve key account issues proactively focusing on opportunities to drive the business and to maximise profitability
- Prepare and present plans to achieve Sales objectives by producing effective sales proposals.
- Conduct research on inflationary and organic growth of customers and establish their market strategy when developing a sales budget
- Applying innovative new ideas, value added techniques and on – going strategic maintenance of the account encouraging continued loyalty of clients
- Monitor account performance and track against objectives
- Manage client orders, providing status report to the client
- Provide accurate reports to management when required

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification with at least 3-5 years' experience within a similar role within packaging
- Proven track record of effective management of sales, meeting and increasing sales budgets
- Understand client products; specifications and annual volumes
- Advanced computer skills

BEHAVIOURS & ATTRIBUTES:

- Service driven
- Client focused
- Strong communication skills
- Influential
- Ability to work under pressure

The advert has minimum requirements listed.

Management reserves the right to use additional / relevant information as criteria careers@triumph.co.za

Closing date for applications is Friday, 31st January 2025.

