



Senior Business Development Manager – Corporate clients

ITSI (Pty) Ltd is currently seeking highly motivated and self-driven individual to build a new Corporate partnership channel for ITSIs e-learning solution.

ABOUT ITSI

ITSI offers a unique, patented, and scalable e-learning solution that allows schools and other institutions to improve their daily engagement with learners and build on their digital skills while keeping the educator at the heart of education. In the South African education sector, ITSI has developed from being the first mover, into being the market leader by expanding to over 180 public and private schools, with more than 74,000 full-time users. ITSI is now looking to work with corporates and institutions to make the benefits of this unique e-learning solution more widely available, both within and outside the traditional school environment.

For more information on ITSI and ITSIs platform, please visit www.it.si.

SENIOR BUSINESS DEVELOPMENT MANAGER – CORPORATE CLIENTS (BDM)

The BDM will be responsible for creating a sales strategy for the corporate channel for ITSI, as well as having an overall responsibility for business growth. Customer organisations will include both institutions seeking to sponsor education of learners as well as corporate training companies / departments seeking an efficient way to implement e-learning.

To build the business successfully, the BDM must develop customer awareness of the ITSI solution and identify new business partners and customers. A proven track record of the successful management of a complex sales cycle and partnership negotiations is essential. The ideal candidate possesses excellent verbal communication and interpersonal skills, and can drive the business through analytical insights. The BDM will work closely with the ITSI Head Office Sales and Marketing teams.

The position is located in Pretoria. The role will require frequent domestic travel.

Key Responsibilities

- To build the strategy and business plan for the new channel, including understanding the customer needs, adjusting the offering, building forecasts and budgets, and measuring the set targets.
- Research organisations to find new customers, approach them and identify who makes the decisions.
- Run the negotiation process through all phases of the cycle, through initial contact to high level presentations to closing – adjusting the offering if necessary by understanding the potential roadblocks and listening to customer concerns.
- Initiate new business leads by establishing relationships in the corporate and institution environment, educating different parties on e-learning and the ITSI product offering, and finding new channels to connect with customers.
- Adjust and create high quality sales documentation, including proposal documents, contracts, presentations and demos.
- Deliver against annual targets in the area in e.g. sales and customer satisfaction.
- Keep management informed by collecting, analysing, and summarising business and customer information.

- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications and establishing personal networks.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.

Required Experience

- A graduate degree.
- 5+ years of sales experience required from industries with a complex sales and negotiation cycle (e.g. total solution sales) with strong emphasis on closing.
- Track record of building new strategic plans and business plans, and moving them to successful implementation - on time and within budget.
- Self-starter with a passion to independently drive business and sales.
- Track record in influencing senior level people and groups.
- Ability to develop close and lasting customer relationships, to listen and adjust your proposals to the customer's needs.
- Great communication skills, ranging from presentation skills to 1:1 sales meetings.
- Willingness to be hands-on in the business and dive deep into details.
- Demonstrated leadership skills, including people development and coaching.
- Motivation to continuously learn and expand your knowledge in all topics regarding e-learning, the education environment and technical innovation.

Preferred experience

- Experience within the education sector, and e-learning environment is preferable.
- Wide-range technical understanding, especially with regards to e-learning (e.g. high density Wi-Fi networks, Internet, Firewalls, IP addresses and servers, blended learning, flipped classrooms, mobile devices).

If you are interested in this position, please e-mail your CV with the subject line "Business Development Manager – Corporate Sales" to jobs@it.si. Closing date: 28 February 2017.