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	Title: Business Development Manager MUNICIPAL	

DEPARTMENT: BUSINESS DEVELOPMENT

Responsible To/Supervision: Business Development Director

Status: PERMANENT

Job Summary: Responsible for Business Development, driving Sales and Profitability Veolia Services Southern Africa specifically in the Municipal market segment

SPECIFIC OUTCOMES:

- The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients in the municipal market
- A Business Developer works to improve an organization's market position and achieve financial growth. This person's job is to work with the internal team, marketing staff, and managers to lead sales opportunities and thereby maximize revenue for their organization

RESPONSIBILITIES

Customers


1. Develop a growth strategy focused both on financial gain and customer satisfaction
2. Lead and coordinate business meetings with prospective clients
3. Promote the company's products/services while addressing or predicting clients' objectives/challenges
4. Build long-term relationships with new and existing customers
5. Develop strong relationships with route to market partners
6. Define and manage a realistic pipeline that meets and exceeds annual targets. Sales pipeline by Customer within segment
7. Responsible for the sales orders and order related margins by customer and business segment.
8. Engage and grow existing customer base within segment
9. Maintain working relationships with clients and partners in a professional manner.
10. Define market segment strategy with tier customers with Metrics and KPIs by Segment
11. Ensure all business line activities and products are promoted to all clients thereby enhancing footprint & competency of the Company.
12. Do regular presentations of the company value propositions to customers. This will include a regular business review ie Quarterly, Annually with the team involved in this account

Training

1. Continuous improvement of personal knowledge for self & team on all products and technologies using assistance of internal personnel or approved external sources.

Tenders / Orders

1. Work Closely with the Tendering Manager and Tendering teams to ensure proposal profitability and sustainability compilation of competitive proposals
2. Compliance, while taking the lead to negotiate with the customer on the technical sale.
3. Responsible for the presentation of Tenders to the customer, with support from the back office teams. Review client proposals to ensure alignment with requirements.

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4. Responsible for profitability of the orders by Market segment, maximizing the value proposition to achieve the best possible margin.
5. Take a leading role in the execution and management of all commercial and contractual matters at tender, bid clarification and negotiation stages.
6. Actively participate in the go-no go meetings relating to your respective Market segment, as well as IPAF Reviews by Segment.
7. Follow up regularly with clients to obtain feedback on submitted tenders and future projects.

Support – Salesforce / CRM

1. Enquire and gather information on future projects
2. Facilitate plant surveys with technical team to compile necessary data to develop positive enquiry information
3. Attend sales meetings, budget meetings, sales seminars as required to improve personal status
4. Issue daily & weekly reports as requested as well as trip reports from extended visits
5. Actively manage all clients, sales, leads and opportunities within the designated CRM system.
6. Log all opportunities and leads on Salesforce, the internal CRM system
7. Achieve defined personal objectives and targets as set out in collaboration with your manager
8. Budget and targets for Market segment by business Line
9. Leadership and coordination of sales activities by Market segment
10. Assist in developing Company sales strategy per segment and taking the lead to execute that strategy
11. Taking a leading role in defining the annual Sales budget and exceeding the defined targets in line with the company's strategy, focusing on specific sales verticals as well as the Veolia segments within South Africa.
12. Participate in developing and optimising overall bid strategies and Sales & Marketing strategies.
13. Actively promotes the image and profile of the Company in a professional manner.
14. Ensures constant visibility of the Company via regular presentation of the company products and technologies at appropriate & current seminars & conferences
15. Assist with the management of all activities associated with the conversion of leads/ sales into contracts
16. Understand competitor offerings to better place the company competitively

General

1. Perform any other duties required by the Business Development GM or Chief Executive Officer
2. Regular feedback to Management team, Regional BD Team and CEO on progress within various business segments
3. Maintain Safety Precautions, and sound housekeeping principles and due care of all equipment/assets under your control/care.
4. Management of customer relationship within segment
5. Support the Marketing Dept by providing support on Sales literature and events, to actively promote the Veolia value proposition into the respective segments.

CRITICAL CROSS FIELD OUTCOMES:

1. Perform all duties to the latest ISO 9001 Requirements.
2. Function as part of a Team.
3. Ensure total confidentiality of all information, internal and external, pertaining to the business of

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Veolia Services Southern Africa (Pty) Ltd., all its Employees and Management.

4. Perform all necessary computer functions.
5. Communicate with clients in a professional manner.
6. Ensure compliance to Veolia Services Southern Africa (PTY) Ltd Code of Conduct and Ethics Guidelines

REQUIRED COMPETENCE AND/OR QUALIFICATIONS:

1. National Diploma or B Degree in a relevant Engineering discipline or equivalent
2. At least ten years Sales experience in relevant market segment in the water or waste water treatment industry - Municipal
3. Water Treatment Product Knowledge
4. Computer literate (MS Office/ Google suite)
5. Sound understanding of fundamental contractual issues, with business and commercial skills
6. Interpersonal skills-able to interact effectively at all levels
7. Effective verbal and written communication skills
8. Persuasive, confident and assertive

RANGE STATEMENTS:

You will be required to perform your duties at the offices of Veolia Services Southern Africa (Pty) Ltd and at the premises of customers and potential customers, thus entailing extensive travelling and extraordinary working hours if so required.

Starting date: ASAP

*Please note that preference will be given to employment equity candidates, meeting the employment requirements on diversity, experience and qualifications.

Applications, in the form of a detailed CV and a covering letter, should be submitted to the HR department – human.resources@veolia.com by NO LATER than close of business on Monday, 26 June 2023.