



Challenge yourself.



ALS provides a broad range of testing and analytical services to a wide variety of end markets and industries around the globe. We continue to remain at the forefront of the testing services industry, building an enviable reputation.

Business Development Manager- Eastern & Southern Africa

About the Position

The Business Development Manager ESA will be responsible for expanding and growing new business, identify new clients to the Geochemistry Eastern & Southern Africa region, building new long-term client relationships and maintaining existing clients.

As an ambassador for the business in global markets, the BD Manager ESA will undertake both local and international travel focusing on meaningful interactions through client visits, potential conferences and trade shows.

The BD Manager ESA will be based in ALS Chemex SA Head Office in Johannesburg and will report to Regional Business Development Manager, Sub Saharan Africa.

Specific Responsibilities:

1. New Business Development

- Research and build relationships with new clients
- Keep abreast with new technology and changes within the industry
- Keeping up with current trends and identifying business growth opportunities
- Present to and consult with management on market trends and information feedback
- Prospect for potential clients and turn this into increased business
- Meet with current and potential clients by growing, leveraging and maintaining networks
- Participate in sample volume forecasting and budget planning
- Effectively build sustainable long-term client relationships on multiple levels (field, regional and head office)
- Develop a structured and effective marketing and client support strategy
- Close new business deals by coordinating requirements, developing and negotiating contracts, integrating contract requirements with business operations
- Supporting with the tendering process
- Liaise and build up strong relationships with the ALS global team to reinforce and support commercial and operational activities
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Identify opportunities for campaigns that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

2. Client Retention

- Meet existing clients to identify challenges and or additional requirements
- Work closely with internal colleagues to understand and meet client's needs
- Arrange and participate in client debriefs

3. Reports

- Participate in management meetings and submit weekly and monthly data to ensure data accuracy
- Forecast sales targets for the year and ensure they are met
- Compile key business metrics and report on them to management

4. Risk Mitigation

- Alert the management to key emerging risk areas
- Make input to improve risk mitigation strategies
- Actively participate in crisis management activities as and when required

About you

The ideal candidate would have the following requirements:

- A bachelor level tertiary qualification in Science, Engineering, Geology and extensive BD experience in a related field
- Minimum 10 years' experience in Laboratory processes, management, business development or customer services
- Good commercial understanding and appreciation of factors involved in delivering quality services profitably
- Excellent numerical and analytical skills
- Strategic planning/thinking and implementation abilities
- Attention to detail and work under pressure
- Ability to multi task and meet challenging deadlines
- Effective communication skills both verbally and written within all levels of ALS and with the clients
- Advanced network and client relationship building skills

Looking for further details?

- Candidates interested in this opportunity should apply on <https://app.revelian.com/campbell/ap72309/> or ALS Website (www.alsglobal.com) no later than, **03 June 2019**.
- We would like to thank everyone for their interest in ALS Minerals but only candidates selected for an interview will be contacted.