

BUSINESS DEVELOPMENT LEAD

Overview:

Our client is a technology company developing solutions that remove the cost barrier of mobile data for customers and employees. Their platform enables organisations to sponsor mobile data for specific apps and websites, allowing users to access digital services without using their own data balance. The technology is already deployed at scale and helps enterprises reach audiences in markets where mobile data costs limit digital access, enabling greater engagement and adoption of digital services. As the business continues to grow within the telecommunications and digital services space, they are looking to appoint a Business Development Lead to drive new customer acquisition and revenue growth. The successful candidate will focus on identifying new business opportunities, building strategic relationships, and closing high value deals while expanding the adoption of the company's technology across enterprise clients.

Responsibilities:

- Identify and secure new enterprise customers
- Drive revenue growth through new business acquisition
- Build and manage a strong sales pipeline
- Present and position technology solutions to prospective clients
- Convert leads into long term customer relationships
- Lead negotiations and close high value deals
- Expand relationships within existing customer accounts
- Use CRM tools to track pipeline performance and sales activity
- Monitor telecommunications market developments and opportunities
- Support the growth and adoption of the company's mobile data solutions

Requirements:

- 10 or more years experience in sales or business development
- Experience within the telecommunications industry advantageous
- Proven track record of acquiring new business
- Strong negotiation and deal closing capability
- Experience managing sales pipelines and forecasting
- Ability to build strong enterprise relationships
- Strong commercial mindset focused on revenue growth
- Excellent communication and presentation ability
- Self motivated and results driven
- Experience selling technology or telecom solutions advantageous

Apply now : hello@hustlesa.co
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