

BUSINESS DEVELOPMENT MANAGER

Overview:

This role is built for someone who enjoys the chase, but understands that strong sales is still about relationships.

Our client is scaling its merchant network and looking for someone who can open doors, build trust quickly, and convert conversations into long term commercial relationships. You'll be engaging directly with merchants, understanding how their businesses operate, and positioning payment solutions that genuinely improve how they transact and grow.

Responsibilities:

- Generate new merchant opportunities through outreach and networking
- Conduct qualified meetings with prospective clients
- Present tailored payment solutions and proposals
- Build strong merchant relationships
- Drive contract signings and merchant activations
- Maintain CRM activity and pipeline visibility
- Work closely with account management teams
- Analyse market and customer trends
- Contribute to transaction value growth
- Consistently achieve sales targets

Requirements:

- Proven sales experience with strong target achievement
- Strong relationship building and communication skills
- Commercially driven and performance focused
- Strong presentation and negotiation ability
- Comfortable managing outreach and pipeline activity
- Organised and able to manage priorities effectively
- Experience working with CRM systems
- Comfortable operating in fast paced environments
- Fintech or payments experience advantageous
- Driver's license and own vehicle required

Apply now : hello@hustlesa.co
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