

BUSINESS DEVELOPMENT MANAGER

Overview:

The Business Development Manager will be responsible for driving revenue growth across enterprise customers and channel partners through a consultative and strategic sales approach. This role extends beyond traditional business development and requires someone capable of developing account strategies, mapping complex stakeholder environments, identifying growth opportunities, and positioning enterprise technology solutions that solve meaningful business challenges. The successful candidate will work closely with resellers, end users, and vendor partners while building long-term relationships that drive sustainable commercial growth. This opportunity is well suited to a commercially mature sales professional who enjoys engaging with senior decision makers, navigating complex sales cycles, and developing strategic account plans that deliver measurable results.

Responsibilities:

- Drive revenue growth across enterprise and commercial accounts
- Develop and execute strategic account plans
- Build and maintain strong relationships with channel partners and end-user customers
- Identify new business opportunities within existing and prospective accounts
- Conduct account mapping exercises to identify stakeholders and growth opportunities
- Deliver presentations and solution positioning to senior decision makers
- Manage opportunities through the full sales cycle
- Respond to tenders and support complex sales engagements
- Maintain accurate sales forecasting and pipeline reporting
- Collaborate with internal teams and vendor partners to drive successful outcomes
- Represent the business at industry events, customer engagements, and vendor initiatives
- Maintain strong knowledge of enterprise technology solutions and market trends

Requirements:

- Minimum 5 years experience in business development or enterprise sales
- Experience within ICT distribution, reseller, or enterprise technology environments
- Strong experience managing enterprise customer relationships
- Proven track record of achieving revenue growth and sales targets
- Experience selling enterprise infrastructure, networking, cloud, or related technologies
- Experience managing complex sales cycles and strategic accounts

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