

BUSINESS DEVELOPMENT MANAGER (PUBLIC SECTOR)

Overview:

Our client is a leading enterprise technology business seeking a Business Development Manager to drive growth across public sector accounts in the Western Cape. This role focuses on building strategic relationships, managing tender opportunities, and growing revenue through enterprise technology solutions within government and education environments.

Responsibilities:

- Drive the growth and development of new public sector accounts across government, education, and related sectors.
- Build and maintain strong relationships with key decision-makers, stakeholders, and procurement teams.
- Develop strategic account plans aligned to customer objectives and growth opportunities.
- Identify, qualify, and pursue new business opportunities within the public sector market.
- Manage and coordinate tender submissions and associated administrative processes.
- Present enterprise technology solutions to prospective and existing customers.
- Generate and maintain a healthy sales pipeline through ongoing prospecting and account engagement.
- Prepare commercial proposals, quotations, and solution recommendations.
- Maintain accurate sales forecasts, customer records, and CRM data.
- Work closely with internal sales, vendor, and support teams to deliver successful customer outcomes and achieve revenue targets.

Requirements:

- Minimum five years' experience in a Business Development or sales-focused role.
- Previous experience selling into public sector, government, or education environments would be highly advantageous.
- Strong understanding of enterprise ICT products and technology solutions.
- Proven track record of achieving and exceeding sales targets.
- Experience managing complex and strategic sales opportunities.
- Excellent communication, presentation, and relationship-building skills.
- Strong commercial acumen with well-developed negotiation and closing abilities.
- Ability to manage multiple opportunities while maintaining attention to detail.
- Established network within public sector or enterprise technology markets advantageous.
- Valid driver's licence and own vehicle required.

Apply now : hello@hustlesa.co
#hustlehubcommunity

