

Overview:

Our client is an established ICT distributor looking for a commercially driven Business Development Manager to grow its Commvault and broader Enterprise portfolio. You'll take ownership of new business development, vendor and customer relationships, pipeline growth and end-to-end sales, while helping position enterprise infrastructure solutions across the market. This role is suited to someone with strong Commvault knowledge who understands the ICT channel and can turn technical capability into real commercial growth.

Responsibilities:

- Drive Commvault and Enterprise portfolio revenue growth.
- Identify and convert new business opportunities.
- Grow share of wallet across customers and reseller partners.
- Manage vendor, customer and partner relationships.
- Own the full sales cycle from prospecting through to close.
- Build and maintain an accurate sales pipeline.
- Support go-to-market strategies and product positioning.
- Work closely with vendors, marketing and presales teams.
- Deliver presentations, training and customer enablement.
- Track market trends and competitor activity.

Requirements:

- 5+ years' business development and/or external sales experience in IT.
- Strong ICT channel and enterprise infrastructure knowledge.
- Strong Commvault product knowledge.
- Proven track record of achieving and exceeding sales targets.
- Experience with vendor presentations, quotations and go-to-market planning.
- Strong relationship-building, negotiation and presentation skills.
- Comfortable engaging with technical teams through to C-suite.
- Relevant tertiary qualification in Business, Sales, Marketing, IT or a related field.
- Valid driver's licence and own vehicle.
- Willingness to travel locally and interprovincially.