



Auto World South Africa (Pty) Ltd

Reg. No. 2019/607089/07

Tel: + 27 10 590 0400

Email: info@autoworldsa.com

www.autoworldsa.com

P.O. Box 42236, Fordsburg, 2033

Johannesburg, South Africa

JOB DESCRIPTION

Job Title: Business Development Manager
Company: Auto World South Africa (Pty) Ltd
Location: Johannesburg, Durban, Cape Town, Bloemfontein
Reporting to: Head of Marketing & Sales

About Us:

Auto World South Africa (Pty) Ltd is an importer and marketer of a basket of premium automotive aftermarket brands, offering a range of high-quality products to automotive consumers that include professional repair shops, fitment centres or DIY mechanics through a network of wholesalers and retailers. We take pride in delivering solutions that meet the needs of the automotive industry. As part of our ongoing growth, we are currently seeking a highly motivated and experienced Business Development Manager to drive our business expansion and growth.

Position Overview:

As a Business Development Manager at Auto World South Africa, you will play a crucial role in expanding our market presence, developing new business opportunities, and nurturing existing client relationships within the automotive aftermarket industry. The successful candidate will possess a strong understanding of the industry, exceptional business acumen, and the ability to drive strategic growth initiatives.

Key Responsibilities:

- **Market Expansion:** Develop and implement strategies to expand Auto World South Africa's presence in the automotive aftermarket sector, identifying potential clients and market segments.
- **New Business Acquisition:** Identify, pursue, and secure new business opportunities, including new customer accounts and partnerships, with a focus on long-term profitability.
- **Client Relationship Management:** Foster and maintain strong relationships with existing clients, ensuring their satisfaction, and identifying opportunities for upselling and cross-selling of our products and services.
- **Strategic Planning:** Develop and execute business development plans and strategies that align with the company's goals and objectives.
- **Market Analysis:** Stay current with industry trends, market conditions, and competitor activities. Provide market research and insights to support decision-making.
- **Sales Growth:** Consistently achieve or exceed sales targets, revenue goals, and profitability objectives.
- **Product Knowledge:** Develop a deep understanding of Auto World South Africa's product offerings and effectively communicate their value to clients.
- **Negotiation and Contracts:** Negotiate terms, pricing, and agreements with clients while ensuring that contracts are in compliance with company policies.

- **Sales Reporting:** Maintain accurate and up-to-date records of sales, customer information, and other relevant data. Prepare regular reports and forecasts for management.
- **Team Collaboration:** Collaborate with the sales team, marketing, and other departments to ensure a unified approach to business development and customer satisfaction.

Qualifications and Requirements:

- Proven track record in business development or sales, with at least 10 years of experience in the automotive aftermarket industry.
- Excellent knowledge of the automotive aftermarket products, brands, and industry dynamics.
- Strong communication, negotiation, and interpersonal skills.
- Strategic thinking and the ability to develop and implement business plans.
- Proven ability to meet and exceed sales targets and goals.
- Proficiency in CRM software and sales tools.
- A bachelor's degree in business, marketing, or a related field is preferred. Exceptional candidates without a formal degree will also be considered.
- Ability and willingness to travel within and out of South Africa

Benefits:

Competitive base salary and commission structure.
Health and retirement benefits.
Ongoing training and professional development opportunities.

How to Apply:

If you are a results-oriented and passionate business development professional with a deep understanding of the automotive aftermarket industry, we encourage you to apply for this exciting opportunity. Please send your resume and a cover letter detailing your relevant experience to HR@autoworldsa.com or visit www.autoworldsa.com/careers

Auto World South Africa (Pty) Ltd is an equal opportunity employer and welcomes candidates of all backgrounds to apply. We look forward to hearing from you and potentially having you as a valuable addition to our team.