



**POSITION: Business Development Partner**

**Salary:** R300k per annum + commission negotiable

**Description:**

BLOOMABLE is a fast-growing online marketplace for flowers and gifting in South Africa. We connect people looking to buy fresh flowers and beautiful gifts to our product partners who create them. We support nearly 300 local businesses throughout the country, and to date, we have delivered over 100 000 moments of happiness.

We're looking for an ambitious and passionate individual based in Sandton, Johannesburg to build an innovative Business Development function within Bloomable. This position reports to the Managing Director.

**Responsibilities:**

- Take overall ownership of Corporate Sales and Strategic Partnerships for Bloomable and develop strategies for growth
- Manage all short/medium term opportunities and lead lists, and build a healthy pipeline across all identified lines of revenue
- Report back on lead lists and success stories to shareholders
- Be responsible for engaging with, and presenting to, potential new Corporate Customers and Partners
- Work with Operations Manager to identify, quote and close opportunities with existing and new Corporate Customers
- Work with Marketing to identify and close opportunities with Strategic Corporate Partners for consumer campaigns
- Work with Customer Services & Admin Team to set up new Corporate Accounts and secure new and ongoing orders from clients
- Manage and take ownership of all tenders, working with Operations Manager and utilising Customer Services & Admin Team for processing
- Visit key clients regularly to ensure relationships are strong and continuously being maintained, and ensure regular telephonic contact with all Corporate clients
- Keep abreast of new Bloomable and competitive products, technical info and market conditions



**The ideal candidate must:**

- Have a Senior Certificate Grade 12 and Tertiary Qualification in Business / Management Studies.
- Have a valid driver's license & own vehicle
- Be willing to travel within SA
- Be proficient in MS Office
- Be mature enough to manage their own time and prioritise work appropriately
- Have the ability to work independently, without supervision
- Be well-groomed and energetic
- Be ambitious and self-motivated
- Have excellent interpersonal skills – on the phone and face-to-face
- Be solutions focused and deadline driven
- Be well-organised and efficient
- Have excellent verbal and written communication skills
- Be able to deal across all levels of seniority
- Be trustworthy, reliable, and have a high degree of integrity
- Be positive, optimistic and always look for creative ways to solve problems
- Be based in Sandton, Johannesburg

**Experience**

- Minimum 5-10 years experience in corporate new business sales and account management
- Experience in corporate gifting or flower sales highly advantageous
- Provable experience of growing corporate sales revenue from new and existing customer accounts
- Advanced New Business pipeline management essential
- Previous responsibility for a quarterly sale quota essential

**Location & travel**

The position is based in Sandton, Johannesburg.

The employee will be required to travel to the Cape Town head office of Bloomable twice a month for 2-3 days at a time at the cost of the company.

**Salary & benefits**

- R300,000 basic salary per annum
- Commission on new and existing accounts
- Petrol card to cover fuel expenses related to travel for business purposes
- Laptop, mobile phone & tablet for business use
- Home office allowance
- 20 days paid annual leave per annum

This is an intermediate-level position that requires specific demonstrated skills and experience, but no prior management experience. Please send your comprehensive CV to [work@newtownpartners.com](mailto:work@newtownpartners.com).

If you do not receive a reply to your application within 2 weeks, you may assume that it has been unsuccessful. Preference will be given to applicants from economically disadvantaged groups and female candidates to satisfy our diversity goals.