

TABLE BAY COLD STORAGE (PTY) LTD CAPE TOWN, SOUTH AFRICA

BUSINESS DEVELOPMENT MANAGER – 5 years renewable contract based on performance

Main purpose of the Job: To drive sustainable financial growth through boosting sales and forging strong relationships with clients. Develop the business sales and marketing strategy for Cold storage, Shipping and Retail outlet.

Key Performance Areas

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Promote the company's products/services addressing or anticipating clients' preferences and market trends
- Conduct research to identify and respond to marketing opportunities based on emerging trends to increase sales
- Implement strategies to cultivate client relationships and build a sales pipeline for short/medium/long term in accordance with targets
- Negotiate pricing and prepare sales contracts ensuring adherence to prevailing regulations and guidelines
- Provide reliable reporting to enable planning, decision making and to inform after-sales support
- Develop entry level sales staff into high performers

Qualities:

- The ability to analyse sales figures and write reports
- Strong communication skills, IT fluency and negotiating skills
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty
- Tenacity and drive to seek new business and meet or exceed target
- Interpersonal skills for building and developing relationships with clients

Qualification and Experience Required:

- Bachelor's degree in Business Administration, Sales & Marketing or related fields
- More than 7 years' experience in sales (Cold storage, shipping & retail), marketing or related fields.

Application

Forward your application to: recruitment@tbcs.co.za before the 06th of June 2026