

JOB DESCRIPTION: **SENIOR BUSINESS DEVELOPER – SAAS**

We are looking for a Senior Business Developer with 2 – 5 years' SaaS experience to join our team. We are the leading provider of a powerful SaaS platform that optimizes & accelerates businesses offering insurance solutions.

As the 'face' of Click2Sure, our Business Development Executives are the first line of contact for all prospective clients. They are responsible for researching new sales opportunities, identifying emerging market trends & competitors, building long-term trust relationships with key decision-makers, booking well-qualified sales meetings & presenting proposals that identify and solve client issues.

Our Business Development Executives are key members of not only the Business Development team, but also the Sales function of the business, and enable Click2Sure to achieve its vision - To enable insurance businesses to democratise insurance and make it easily available, simple, transparent and cost-effective for everyone.

ABOUT THE COMPANY:

Click2Sure has developed a full stack digital insurance platform. We're changing the way that insurance is distributed & administered both in South Africa & internationally. Our highly innovative technology platform integrates into point of sale systems of retailers or into a range of other businesses so that customers can be offered insurance at a point of need.

Our model promotes access to financial services for many customers, while introducing new revenue streams for our partners. All the while, users are offered a superior and highly convenient customer experience. In each case we can either develop a unique set of insurance products to be sold or we can plug into a third party's product if more appropriate. The platform also has a range of administrative functions and automated claims & other processes.

In this role you will identify and generate new partnerships from start to execution including contract negotiation, proposal evaluation and driving negotiations with potential partners. You will conduct quarterly reviews with senior leadership, presenting and promoting partnerships to ensure that resourcing is allocated to their success. The role is remote, with in-person meetings required at times.

REQUIREMENTS

- Two - five years' experience in the SaaS/start-up space
- SAAS or PAAS sales experience, selling into retailers or affinity partners
- Bachelor's Degree - preferred

JOB DESCRIPTION: **SENIOR BUSINESS DEVELOPER – SAAS**

- Committed to negotiating win-win solutions, partnerships and deals
- Known for developing innovative ways to solve complex business challenges

ROLE RESPONSIBILITIES:

- New Business and Partner acquisition (prospecting, qualifying & contract negotiation)
- Proactively identify new sales opportunities in target market segments/verticals and follow up on marketing campaigns
- Partner on-boarding (sales & product training - Lead/Opportunity Management)
- Partner success (visit partners/customers/prospects as necessary. Attend local events and exhibitions)
- Thru-success (achieve or surpass revenue targets set)
- Partner management (pipeline and accurate reporting each week)
- Negotiate business terms and dissect contracts with strategic technology partners and coordinate with administration, marketing and legal stakeholders leading to the completion of a formal agreement

YOU SHOULD HAVE:

- Demonstrated experience initiating, developing and creating win-win partnerships
- Demonstrated strong and effective verbal, written, & interpersonal communication skills
- Proven track record of responsiveness and outstanding relationship-building and networking.

SOME KEY TRAITS WE'RE LOOKING FOR:

- Ability to get up to speed quickly, "see around corners", make tough decisions and influence broadly across the organisation
- Adept at building solutions that drive growth
- Combine deep industry knowledge, strategic thinking and customer-focus, with business knowledge to improve performance.
- Fluid and comfortable operating in a working culture of total transparency and zero politics

The ideal candidate will be a motivated, organised, & creative individual who welcomes the challenges of acquiring and developing new business through sales efforts. You will build key customer relationships, identify business opportunities and close business deals, while maintaining extensive knowledge of current market conditions.

Please send CV and covering letter to yolandie@click2sure.co.za