



**Role: SENIOR NEW BUSINESS DEVELOPMENT EXECUTIVE**

**Company: AVIV PAZ INC. (PTY) LTD.**

**Division: TALENT FIT AFRICA**

**Department: NEW BUSINESS**

**Location: Johannesburg**

**Definition summary:**

**Be the vital link between Talent Fit Africa and our partners.**

Aviv Paz Inc. is desirous to appoint an Independent New Business Development Executive on a freelance basis to primarily source business clients for the procurement of recruitment services through Talent Fit Africa, a division of Aviv Paz Incorporated. You will leverage your business savvy and deal-making skills to target key corporate hiring clients in our effort to supply sustainable recruitment that meets their departmental and overall business goals. Aviv Paz Inc. its clients and partners ally together for mutual business goal achievement and boasts with *Best in the World Client Services*, you will communicate this unique value trait and proposition we bring to each client and partner. Your responsibilities will include defining key recruitment markets and driving business relationships with a wide network and confidence with a very skilled and competent Client Service team.

The company's vision for this candidate is to grow and head up the New Business Development Department as Portfolio Head -

1. Corporate Business Development, and;
2. Talent Acquisition;

therefore the requirements set out below are imperative for the successful appointment of the applicant. The successful candidate will work closely with holding co directors and must be able to conduct work independently and remotely as well as manage sales staff, targets, reimbursements and procurement- purchase orders and payment requisition approvals.

We're offering the right person a once in a lifetime opportunity to play a key role in building the next big global recruitment company. We're still at the lobby with infinite challenges, getting in now gives you access to dramatically impact the future direction of Talent Fit Africa and your own career.

The ideal candidate will have a strong ability to think strategically and analytically about the above defined business opportunities, and a demonstrated track record of cultivating complex partnerships with allot of moving pieces. A keen sense of ownership, efficient execution and scrappiness is a must.

**Core Objectives:**

The Independent New Business Exec endeavors to seek/find, identify and facilitate a prospective *business client* exclusively toward Talent Fit Africa in order for the Acquisition Department to present recruitment services offered that meets the new business client's needs resulting into Talent Fit Africa being accepted as a recruitment vendor with the business client contractually.



Meet and exceed aggressive quarterly sales and market growth targets.

Prepare and give periodic reports to Aviv Paz Inc. director and stakeholders regarding progress and roadblocks in hitting sales and market penetration targets.

A deeply proactive approach to meeting and exceeding goals - you will be inclusive of the goal setting activities and partake in decision making thereof.

Ability to combine business, strategy, finance and legal concepts to structure multi-faceted deals and to work with a spectrum of partners.

**Reimbursement:**

Portfolio Head Rewards Structure = Equal profit share with stakeholders.

Forecast/Target Minimum: ¼ R76 950 per month (R19 237.50 per stakeholder)

**Intrapersonal Attributes Required:**

Min 5 - 10 years' work experience – regardless of role or industry. Training Provided.

HR/Personnel experience is an advantage - not a necessity.

Must be able to work independently.

Use initiative and judgement within established guidelines.

Self-Starter.

Self-Motivated.

Appetite for Career Success.

Target Driven.

Integrity.

Resilience.

Tenacity.

**Interpersonal Attributes Required:**

Ability to identify and react accurately to the behavior and emotions of potential clients.

Ability to establish rapport easily and put people “at ease” in your presence.

Able to procure and manage/supervise junior sales staff.

Ability to implement approved sales team targets.

Able to assist and support junior sales staff achieve targets.



Daily Reports

Weekly Reports

Earnestly – Sincerely Zealous

Honesty

Accountability

Professionally Groomed

Friendly and Approachable

Lastly, not least - Greet visitors and serve as host for all guests to any station/office - Keep office or remote setup stocked at all times (snacks, supplies, swag)

Expiry: EXTENDED

So, if you possess the above attributes with a Can-Do Attitude, send us your CV to [talentfitafrica@avivpazinc.co.za](mailto:talentfitafrica@avivpazinc.co.za) with Subject Ref: TFA - SNR New Business Dev Exec JHB right away...