

Key Account Manager

Remuneration:	market-related
Location:	Cape Town
Job level:	Mid
Type:	Permanent
Reference:	#BH-233
Company:	Badger Holdings

Are you a dynamic and motivated person with a deep passion for animals and working with partners? Why not join dotsure.co.za, a leading insurer of SA's pet insurance industry, a company with real purpose, that's making a difference. We believe in giving back, from pets to people, George to Gauteng, the top dog to the shelter puppy.

This is an excellent opportunity for a passionate, driven and determined individual that wants to join a fast paced and progressive company in a key account manager role.

We are looking for individuals who'd like to reimagine their future in a rapidly expanding company. This is a great chance for you to join a growing team with a strong culture of self-discipline, enthusiasm and where relationships are our top priority.

Key requirements:

- Servicing your area of responsibility by visiting relevant vet business partners, providing service to existing client base as well as sourcing additional vet business partners.
- A proven dealmaker who has mastered acquiring, implementing, and launching successful business partnerships.
- Plan, organise and implement lead generation campaigns, brand awareness / loyalty campaigns and communications.
- Be a self-starter with above average execution skills and a willingness to roll up your sleeves and assist the sales team to achieve sales targets.
- Provide clear and concise reporting to track and record outcomes of visits, business initiatives and key outcomes.
- Highly motivated and target driven with a 'can do' attitude and a willingness to assist where necessary to ensure the success of vet partnerships and related initiatives.
- Aptitude for negotiation and persuasion.
- Structured, proactive, with the ability to work independently.
- Ability to work toward specific key performance indicators.
- Be a self-starter with above average execution and communication skills.
- This position requires you to travel out of province on a monthly basis.
- This position requires you to have your own reliable wheels and a valid driver's license.
- A matric certificate is a minimum requirement as well as being computer literate for reporting that will be required.

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