



### **BUSINESS DEVELOPMENT ENGINEER (Centurion, Pretoria)**

- SPS Personnel Solutions is recruiting for a well-established international Defence Industry company, which is seeking an exceptional Business Development Engineer to expand its global footprint and market share.
- The goal is to drive sustainable financial growth by increasing client engagement and developing products and solutions that ensure long-term sustainability. You will be at the forefront of the company and will be required to create and apply an effective client engagement strategy. To excel in this role, you should have a drive to pursue and close new business opportunities.

#### **Qualifications**

- Matric - must have a matric **pass rate of 85%**
- **Bachelor's Degree (or Advanced Diploma) – Mechanical engineering or Industrial engineering.**

#### **Experience**

- Recent graduates are preferred

#### **Responsibilities and duties will include:**

##### Market Analysis

- Research and analyse market trends to identify and anticipate potential growth opportunities internationally.
- Contact potential clients to establish a network and arrange meetings (Foreign and domestic)

##### High-level Client Engagement and Relationship Building

- Build and maintain high-level relationships with existing and potential clients to understand their needs and challenges to provide the best-suited solution.
- Attend conferences, meetings, and industry-related events
- Plan and oversee new marketing initiatives

##### Solution Development

- Work with engineering teams to tailor products or services that meet client specifications within various international countries.

##### Proposal Development

- Create and present proposals that demonstrate the value of the company's offerings.

- Develop a growth strategy focused on both the company and client satisfaction and financial feasibility.
- Prepare contracts once clients have committed to a product or service, whilst ensuring compliance to the law-established rules and guidelines to remain compliant with relevant legislation.

#### Collaboration

- Coordinate with marketing, compliance and technical teams to ensure alignment in strategy and execution with all projects

#### Project Management

- Initiation, project planning, implementation and monitoring to closure of new projects from conception to delivery once a client has been engaged.
- Providing trustworthy feedback and after-project closure support to clients once the product or service has been delivered.

#### Additional information

- Be willing to exceed expectations by going the extra mile (depending on workload and int. time zones)
- Experience in project or business management (Advantageous)
- Must be willing to travel internationally (Have a valid passport)
- Having strong interpersonal and communication skills
- Detail-oriented
- Show adequate IT efficiency
- Own reliable transport
- Availability: Immediate (Advantageous)
- Contract period: Permanent
- Preferred age: 23–28
- Remuneration: Market-related (Depending on qualifications and experience)
- Dress code: Strictly professional, must be well presented at all times

#### How to apply

Please send a comprehensive CV to [info@sps2.co.za](mailto:info@sps2.co.za), and quote # **M-050** subject line when sending your CV. Please check your email (Inbox, Spam, and Junk Folders) within 3 days of sending your CV. Apply by 31 May 2025.