



# Vacancy

Dynamic Fluid Control (DFC), a local manufacturer of industrial valves, has a unique and diversified portfolio of products catering for the Mineral processing, Power generation, Agriculture and Industrial markets.

The following permanent position has become available at DFC:

**POSITION:** Business development Manager

**LOCATION:** Head office is based in Benoni

**REPORTING TO:** Project Manager

**JOB SUMMARY STATEMENT:** The Business Development Manager will be responsible for developing and executing the Projects Office strategy for DFC SAMEA Pty Ltd, with a strong emphasis on Projects Sales via EPC (Engineering, Procurement, and Construction), Contractors, OEMs (Original Equipment Manufacturers), and Plant Builders. This role will drive business growth through strategic planning, market engagement, and relationship management across key industrial and infrastructure sectors.

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## KEY PERFORMANCE AREAS (DUTIES & RESPONSIBILITIES):

- Serves as single point-of-contact in respect of Project Sales
- Develop and implement a comprehensive Sales and Marketing Strategy, aligned with overall business objectives and focused on Projects Sales via EPCs, OEMs, and Plant Builders.
- Formulate and execute an Annual Business Plan targeting high-potential sectors and stakeholders in industrial and infrastructure development.
- Manage the Sales Budget, ensuring effective allocation of resources to support strategic growth initiatives and project-based opportunities.
- Provide strategic direction and leadership to regional teams, with a focus on market intelligence gathering and the execution of targeted marketing campaigns.
- Identify high-potential countries and regions, with a strategic focus on engaging directly with EPC firms and Project Houses involved in major industrial and infrastructure projects.
- Manage relationships in accordance with company policies, ensuring alignment with project timelines, technical specifications, and commercial expectations.
- Review tenders and lead contract negotiations within the region, particularly for large-scale industrial and infrastructure projects.
- Conduct regular market assessments to quantify opportunities and identify new project leads through both primary and secondary research.
- Maintain and update a robust project pipeline, ensuring accuracy and visibility of all active and prospective opportunities.
- Support the planning and execution of industry events, trade shows, and technical seminars relevant to the EPC and OEM sectors.
- Ensure full compliance with statutory regulations and internal company policies and procedures.
- Oversee the development of marketing collateral and brand-building initiatives to enhance visibility and credibility among key stakeholders.
- Manage key client relationships, conduct customer satisfaction surveys, and monitor brand perception.

## QUALIFICATIONS:

- Matric
- A technical or sales qualification in a relevant field is required.



#### **EXPERIENCE:**

- Minimum of 5–10 years' experience in B2B sales and marketing, with a strong emphasis on industrial projects, EPC's, or OEM's.
- Proven ability to manage project-based sales and consistently drive growth within complex project environments.
- In-depth understanding of project sales cycles and stakeholder engagement, particularly within the industrial, mining and water sectors.
- Demonstrated success in selling industrial equipment such as pumps, motors, valves, control systems, and instrumentation, particularly to EPC's, Contractors, OEM's, and Plant Builders.

#### **KEY COMPETENCIES**

- Strategic thinking and planning
- Strong negotiation and contract management skills
- Market research and analysis
- Excellent communication and interpersonal skills
- Leadership and team collaboration
- Results-driven and customer-focused

**CLOSING DATE: 12 June 2025**

Please note we have an e-recruitment system. Please kindly create a profile and register your CV on this link: [recruitment@dfc.co.za](mailto:recruitment@dfc.co.za)

*In line with our commitment to transformation, suitable qualified candidates from previously disadvantaged groups will be given preference.*

*While the company's recruitment policy stipulates that all positions will be advertised, provision is also made for appointments to be made in accordance with the company's succession planning strategy and practice when filling vacancies.*