

VACANCY: Business Growth Manager
(REF: #BGM_JIS)

Syntell is a leading South African technology company with a strong track record in delivering practical, innovative solutions, including end-to-end traffic law enforcement systems, advanced road traffic management solutions, and revenue-enhancement services for local authorities.

Loomix, a business unit within Syntell and a well-established ANPR platform, is poised for significant growth in the South African market. With a strong technology foundation and substantial untapped commercial potential, Loomix is entering a **critical phase of building and formalising its commercial sales team and structure** to unlock this growth and scale sustainably

We are seeking driven **Business Growth Managers** to play a pivotal role in shaping and executing Loomix's newly formalised commercial structure. This role is designed for highly motivated, commercially minded individuals who thrive on autonomy and ownership. You will be given the freedom and responsibility to build your own pipeline, grow revenue, and develop accounts as if running your own small business within Loomix — with clear accountability for results and the opportunity to directly influence the company's growth trajectory.

Location : Cape Town/ Centurion
Reporting Line Manager(s) : Sales and Business Manager- Loomix
Employment Type : Permanent

Main Responsibilities

- Developing a strategy a company will use to reach its goal and managing the flow of day-day operations.
- Achieve consistent year-on-year sales growth by leading, growing and maximising Sales.
- Administrative Duties: Tracking sales targets and reporting to management. Realistic forecasts to management.
- Must be a self-starter, motivated to grow brand.
- Network, develop and build good client relations.
- Promote and maintain strong relationships with key customers to ensure retention and satisfaction.
- Represent the brand and take pride in your appearance.
- Ensure high levels of customer satisfaction through excellent sales.
- Overall responsibility for the marketing and sales of the joint information system nationally.
- Take full ownership of the growth strategy and be responsible to achieve targets as identified through pro-active relationship building with existing and prospective clients.
- Develop and implement marketing and sales strategies to attract new clients and retain existing ones.
- Identify and pursue new business opportunities.

- Collaborate with various departments to gather necessary information for sales pitches.
- Have an understanding and maintain a thorough understanding of market trends and pricing.
- Communicate effectively with clients and internal teams to clarify project needs.

Qualifications & Experience

- Matric
- Relevant National Diploma or a degree an advantage.
- Proven track record of meeting or exceeding sales targets.
- Experience and Knowledge on security Systems is essential.
- Experience working with private security sector will be advantageous.
- Experience within ANPR sector will be advantageous.
- Driver's License (Code 8).
- Own Vehicle will be advantageous.
- Proficiency in Microsoft Office suite (Outlook, Word, EXCEL, PowerPoint).
- Fluent in Afrikaans and English will be advantageous.

Functional and Behavioural Competencies

- Be able to work well in a team-orientated environment.
- Must be computer literate - Must have MS office skills.
- Have a relentless drive to do things better, strive for new standards of excellence, and be willing to work overtime when needed.
- Must have excellent communication and interpersonal skills.
- Punctual, reliable and dependable.
- Possess excellent customer service skills.
- Strategic thinker with strong commercial acumen.
- Excellent communication and interpersonal skills.
- Influential leader with high emotional intelligence.
- Innovative problem-solver able to work in a fast-paced environment.
- Results-driven, proactive, and resilient.

Package & Benefits

- Competitive, market-related base salary aligned to experience and performance.
- Performance-driven commission structure designed to reward new business acquisition and revenue growth.
- Company-issued sales phone with data and calls included.
- Provident fund and medical aid contributions offered as pre-tax benefits.
- Ability to claim approved client travel and business-related expenses where required.

How to apply:

EMAIL your CV and CERTIFIED copies of your qualifications and ID with reference number **#BGM_JIS** to applications@syntell.co.za

You may also contact the HR Department on 011 582 2522 for any questions regarding the vacancy. If you do not hear from us in 2 weeks after your application, please consider your application.

Closing Date: 28 February 2026