



# We're hiring!

## Key Account Director

Johannesburg | October 2022

### Quick facts about this job

- **Diversity candidate**
- Intermediate level
- Permanent position
- Market-related salary with benefits
- **Office-based position in Johannesburg**
- Occasional travel to clients

### Responsibilities

#### New Business Development/Client Management

- Play an integral role in building and maintaining strong relationships with existing and new clients to secure opportunities for new strategic projects
- Prepare and present new business opportunity proposals and tenders to existing and new clients
- Onboard new clients, ensuring a professional and efficient full client management experience

#### Project Management

- Plan, develop, cost and present solutions that meet the client brief requirements
- Ensure the appropriate management of time/cost/quality, in line with client requirements
- Conclude all projects for which you are responsible and produce a project review and case study report each time, highlighting successes and learnings for future projects

#### Content Development

- Analyse client content design needs and goals and, from time to time, develop content to meet those needs
- Create specifications for the development, implementation, evaluation and maintenance of all content material
- Conduct first draft quality assurance with content owner and/or business subject matter expert
- Advise clients on the best approach for the compilation, distribution and roll -out of content developed, eg. toolkitting, HTML mechanism, online etc.

### The right person for the job...

- Has 5+ years of proven experience in an **account/project management** role
- Is organised and handles pressure well
- Has excellent attention to detail
- Has strong written and verbal communication skills
- Is a keen team-player and a people's person
- Has excellent time management skills
- Is keen to learn and show initiative
- Is committed to growing with our company

### The value you'll bring to our team

As Key Account Director, you will be responsible for promoting the business of WinWin International within the **mining sector**. You will support and report into the Senior Account Director.

You will foster strong relationships both internally and externally, deliver projects against client needs from proposal to completion, and demonstrate awareness and knowledge of mining sector trends.

### Other requirements

- Matric certificate
- South African citizen
- Computer literate in MS Office and Google Suite
- Fluent in English

### Advantageous

- Multilingualism
- Learning and development experience
- Platform experience, especially with LMS and LXP
- **Mining sector experience**

### Ready to apply?

Send your CV, qualifications and references to [natascha@winwinza.com](mailto:natascha@winwinza.com)

**Note:** Applicants who don't meet the above criteria will not be successful.

[www.winwinza.com](http://www.winwinza.com)

