

Sales & New Business Development Professional (Fintech & Payments)

- **Location:** In-Office | Big Bay, Cape Town
- **Remuneration:** Market-Related Basic + commission
- **Type:** Permanent, Full-Time

Position Overview

OneGate is seeking an ambitious, results-driven Sales & New Business Development Manager to accelerate commercial growth.

This is a high-impact, "hunter" role designed for an experienced corporate sales professional who thrives on opening new revenue channels.

You will target mid-market e-commerce merchants, enterprise clients, corporate platforms, and strategic ISV partners looking for secure payment processing technologies.

Key Responsibilities

- **Pipeline Generation & Execution:** Drive the full B2B sales cycle from proactive cold prospecting, lead qualification, and consultative pitch presentations to final contract negotiation.
- **Deal Structuring & Commercial Negotiation:** Assess merchant transaction volumes to present tailored commercial proposals, fee structures (interchange+, flat-rate, blended), and service-level agreements.
- **Ecosystem Networking:** Build and leverage high-level relationships with e-commerce developers, platform partners, and corporate business networks across South Africa.
- **Cross-Functional Handover:** Collaborate closely with internal Onboarding, Risk/Compliance, and Technical Integration teams to transition closed accounts into live processing environments safely.
- **CRM & Pipeline Discipline:** Maintain real-time pipeline reporting, deal stages, and accurate revenue forecasting.

Qualifications & Core Competencies

- **Professional Experience:** 3 to 5+ years of demonstrable success in outbound B2B sales or business development, strictly within **Payments, PayTech, Merchant Acquiring, or Financial SaaS**.
- **Industry Accreditations:** **PASA Accreditation** (*PASA Certificate in Foundational Payments* or equivalent) is advantageous.
- **Domain Expertise:** Deep knowledge of South African payment rails, including Card Acquiring, Instant EFT, PayShap, Open Banking, recurring Debit Orders, and Alternative Payment Methods (APMs).
- **Commercial Acumen:** Proven track record of consistently meeting or exceeding individual gross revenue and transaction volume targets.
- **Software & CRM:** Proficient in CRM pipeline management platforms (e.g., Salesforce, HubSpot) and the Microsoft Office 365 suite.
- **Interpersonal Skills:** Masterful pitch presentation abilities, sharp negotiation skills, and an entrepreneurial mindset.

How to Apply:

- Please send your **CV, relevant qualifications (including PASA accreditation certificates where applicable), and supporting documentation** to **recruitments@onegate.co.za** with the subject line: *Application: Sales & Business Development Manager - [Your Name]*.