



Official Partner

We're Hiring: Business Development Manager (BDM) x 2

Southern Africa

Johannesburg | Permanent | Revenue Operations / Sales

Are you a driven, new-business hunter who thrives on winning and growing complex commercial deals? Travelport Southern Africa is looking for a Business Development Manager to lead our new-business growth across the region — with travel across South Africa, Botswana, Lesotho, Namibia and Eswatini.

WHAT YOU'LL DO

You'll own the full sales cycle — from prospecting and qualifying opportunities through to contracting, implementation handover and early-life adoption. You'll build a credible pipeline, produce accurate forecasts, and close commercially sound deals that support Travelport's revenue, product adoption and strategic growth goals.

- Build and execute a territory and prospect plan aligned to revenue and market-share targets
- Identify and qualify new agency, corporate, leisure, TMC, OTA and technology-partner opportunities
- Own discovery, solution design, proposal development, commercial negotiation and contracting
- Develop business cases and deal P&Ls that clearly show ROI and strategic value
- Position Travelport's platform, content, API, NDC, workflow and productivity solutions
- Maintain a high-quality CRM pipeline with accurate forecasting
- Build senior relationships with customer executives and key decision-makers
- Coordinate with Account Management, Product, Finance, Legal and Service teams for clean handovers

WHAT YOU'LL BRING

- Experience:
 - A relevant commercial, business, travel, technology or sales qualification (or equivalent experience)
 - Demonstrated B2B new-business sales experience — ideally in travel, technology, SaaS or distribution
 - Commercial confidence in deal economics, margin and ROI
 - Working knowledge of the Southern African travel market is an advantage
- Bachelor's degree in Business, Marketing, or a related field (MBA or postgraduate qualification will be an advantage).
- Minimum 5 years' experience in business development, sales, or strategic partnerships, with a proven track record of meeting or exceeding revenue targets.
- Demonstrated ability to identify, qualify, and close new business opportunities in a B2B environment.
- Strong market research and analytical skills, with the ability to interpret industry trends, competitor activity, and client data to inform strategy.



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- Excellent negotiation, presentation, and closing skills, with experience managing the full sales cycle from prospecting to contract.
- Proven ability to build and maintain long-term relationships with key clients, partners, and internal stakeholders.
- Strong commercial and financial acumen, including understanding of pricing, profitability, and ROI.
- Proficiency in CRM systems and sales tools, with disciplined pipeline and forecast management.
- Outstanding verbal and written communication skills, with the ability to influence and present to senior decision-makers.
- High level of self-motivation, resilience, and ability to work under pressure in a fast-paced, target-driven environment.
- Strong interpersonal skills, with the ability to collaborate effectively across multidisciplinary teams.
- Valid driver's licence and willingness to travel locally as required.

WHAT'S ON OFFER

A competitive guaranteed base plus a strong Variable Incentive Opportunity (VIO), weighted heavily towards new-business acquisition — with accelerated payouts for over-achievement (up to 150% of VIO). Quarterly reviews, clear KPIs and real earning upside for high performers.

APPLICATIONS PROCESS

Ready to grow new business across one of the most exciting regions in travel?

Apply now !!! humancapital@travelportsa.com

Closing Date : 30 Oct 2026