



<https://21stcfs.co.za/staging/job/business-development-manager/>

## Business Development Manager

### Description

21st Century Funeral Services is a purpose-driven funeral services and insurance business committed to providing dignified, affordable solutions to families across South Africa. We are in a growth phase and are strengthening our commercial leadership to expand market presence, improve sales performance, and build sustainable distribution channels.

### Role Overview

We are seeking a **results-driven Business Development Manager (BDM)** to lead sales growth, develop high-performing sales teams, and expand strategic partnerships. This is a **hands-on leadership role** suited to a commercially sharp professional who thrives in execution, accountability, and building scalable sales structures.

The successful candidate will be responsible for driving new business, improving branch and agent productivity, and ensuring consistent achievement of sales targets.

### Responsibilities

- Drive new business and sales growth across branches and agents.
- Lead, coach, and hold sales teams accountable to targets.
- Identify new market opportunities and partnerships.
- Improve conversion, persistency, and overall sales performance.
- Track, analyse, and report on sales results.

### Qualifications

- 5+ years' experience in sales or business development leadership
- Proven track record of meeting or exceeding sales targets
- Strong people management and coaching skills
- Experience in insurance, financial services, or FMCG (advantageous)
- Highly disciplined, driven, and commercially minded

### Job Benefits

- Competitive salary + performance-based incentives.
- Opportunity to play a key role in a growing organisation.
- Direct impact on business growth and strategy.

### Hiring organization

21st Century Funerals

### Employment Type

Full-time

### Industry

Funeral Insurance

### Job Location

Durban, Kwa-Zulu Natal, South Africa

### Date posted

January 22, 2026