

Velocity Technology Group

<https://thevtg.com/job/business-development-manager/>

The Data Resiliency Business Development Manager is responsible for building, owning and scaling the Group's Data Resiliency proposition across South Africa and the UK. This role sits at the intersection of **Cyber Security** and **Backup, Disaster Recovery and Business Continuity**, bringing these disciplines together to ensure customers can protect, recover and operate their most critical data in the face of cyber threats, outages and operational disruption.

The role owns **go-to-market strategy, pipeline creation and revenue growth** for Data Resiliency across the Group. It is a senior commercial role focused on market creation, proposition leadership and consistent deal execution across multiple territories.

Key Responsibilities

- Commercial Ownership and Revenue Growth.
- Own the Group Data Resiliency revenue target, pipeline and forecast across South Africa and the UK.
- Drive net new business and expansion opportunities in mid-market and enterprise accounts.
- Build and execute repeatable, scalable sales motions aligned to customer risk, cyber and resilience drivers.
- Lead complex, multi-stakeholder sales cycles from discovery through to close.

Go-to-Market and Proposition Leadership

- Define and continuously evolve the Group Data Resiliency go-to-market strategy.
- Position Data Resiliency as a joined-up outcome, not a set of point solutions.
- Work with marketing to develop messaging, campaigns, case studies and thought leadership relevant to both local and UK markets.
- Act as the internal commercial authority for Data Resiliency across all Group sales teams.

Customer and Executive Engagement

- Engage CIOs, CISOs, Heads of IT, Risk and Compliance leaders across South Africa and the UK.
- Lead executive-level conversations around ransomware resilience, recovery readiness, regulatory exposure and operational risk.
- Run structured discovery and resilience workshops to uncover customer risk and commercial opportunity.

Cross-Group Collaboration

Hiring organization

Velocity Technology Group

Employment Type

Full-time

Industry

Information Technology

Job Location

Johannesburg, Bryanston

Working Hours

08:00 – 17:00 (Monday to Friday)

Date posted

May 29, 2026

Open Questionnaire

APPLY NOW

- Work closely with cyber security, backup, cloud and infrastructure teams across the Group to shape robust solutions.
- Enable and support account managers in identifying and progressing Data Resiliency opportunities.
- Build strong relationships with strategic technology vendors and partners operating across both regions.

What Data Resiliency Means in This Role

Data Resiliency combines:

- Cyber Security capabilities that prevent, detect and limit threats.
- Backup and Disaster Recovery solutions that ensure recoverable, trusted data.
- Recovery governance, testing and assurance that proves the organisation can recover under pressure.

The role requires selling the **business outcome of resilience**, not individual products.

Skills and Experience Essential

- Proven experience in B2B technology sales with ownership of revenue and pipeline.
- Background selling Backup, Disaster Recovery, Cyber Security or Data Protection solutions.
- Strong understanding of ransomware, cyber recovery, immutable backup and DR architectures.
- Confidence engaging senior technical and business stakeholders across multiple geographies.
- Experience operating in a matrix or cross-group sales environment.

Desirable

- Experience within an MSP, systems integrator or managed services business.
- Exposure to UK and South African enterprise or mid-market technology buyers.
- Familiarity with platforms such as Sophos, Mimecast, Kaspersky, FortiGate, Veeam, Microsoft, Rubrik, Commvault or Cohesity.

Personal Attributes

- Commercially driven with strong ownership mindset.
- Comfortable shaping a market narrative rather than following one.
- Credible translator between technical capability and business risk.
- Structured, disciplined and forecast-driven.
- Trusted advisor focused on long-term customer outcomes.

Success Measures

- Achievement of Group Data Resiliency revenue and pipeline targets.
- Adoption of a repeatable Data Resiliency sales motion across regions.
- Deal quality, velocity and win rate.
- Strength of cross-group collaboration and sales enablement.
- Measurable growth of Data Resiliency as a strategic pillar of the business.

Qualifications

- Authorised to work in South Africa
- 5+ years of Technology, Information and Internet experience

Based in JHB South Africa, you will be tasked with bringing together the Cyber Security and Backup/DR offerings across the group and driving the goal of holistically protecting our customers information. Superstars need only apply