

We're Hiring



Client Acquisition Consultant

Bitventure is a leading provider of verification, authentication, and data-driven solutions across South Africa. Our technology empowers businesses to onboard customers securely, prevent fraud, and scale confidently.

We are seeking a **Client Acquisition Consultant** to provide comprehensive administrative, operational, compliance, and coordination support throughout the client acquisition journey. This role ensures seamless onboarding, sales pipeline management, POS ordering and delivery coordination, and effective communication between Business Development, Compliance, Customer Support, and other internal departments.

What You'll Drive

- Coordinate with stakeholders to ensure all required client documentation and information is complete and accurate
- Facilitate smooth transitions between Business Development, Compliance, and Customer Support.
- Act as a key point of contact for client queries and requests throughout onboarding.
- POS Ordering & Delivery Coordination
- Manage the ordering and delivery process for POS systems after sales closure.
- Oversee end-to-end execution across departments, track orders via Process Street, and resolve delays or queries.
- Monitor sales pipeline progress and update CRM records.
- Track conversion rates and provide reporting to support Business Development decision-making. Identify trends, bottlenecks, and opportunities for improvement.

What We're Looking For

- 2–5 years' experience in client acquisition, sales administration, business development support, or client onboarding.
- Experience with CRM systems and maintaining accurate client information.
- Strong coordination skills across multiple internal departments.
- Experience handling confidential client information and documentation.
- Grade 12 / National Senior Certificate required; Diploma or Bachelor's degree in Business Administration, Marketing, Sales, or related field preferred.
- Proven ability to manage sales pipelines and track conversion rates.
- Practical experience in onboarding processes and resolving client queries.
- Ability to analyze sales data, generate reports, and identify trends.
- Familiarity with POS ordering and delivery processes.

Apply today: Send your CV and qualifications to careers@bitventure.co.za

Location: South Africa | Industry: Fintech | Job Level: Mid-Level Specialist
Permanent | Full-Time