

## Business Development Manager

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JTL-SS-BDM-05-22 | Sales | Full-Time | Posted on June 1st, 2022 | Expires on May 31st, 2022

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We are seeking to recruit a competent Business Development Manager who will be instrumental in identifying and developing new business opportunities for revenue and business growth.

### **BUSINESS DEVELOPMENT MANAGER JOB RESPONSIBILITIES**

- Conducting market research to identify new business opportunities across the Country.
- Meeting with potential investors to present company offerings and negotiate business deals.
- Developing and sustaining solid relationships with company stakeholders and customers.
- Analyzing customer feedback data to determine whether customers are satisfied with company products and services.
- Providing insight into product development and competitive positioning.
- Collaborating with company executives to determine the most viable, cost-effective approach to pursue new business opportunities.
- Ensuring the company meets revenue targets.
- Collaborating with legal department & service delivery to have access in buildings & properties and ensuring we have a business case for each building.
- Provide intelligence on competitor trends and products.
- Enhanced Business intelligence gathering prior to rollout to assess viability, competition, and return on investment.
- Carry out Cost Benefit Analysis for new and existing building/Investments to determine profitability of each building in revenue versus rent charged.
- Ensuring optimization of new built areas through acquisitions by the sales teams.

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## **BUSINESS DEVELOPMENT MANAGER ROLE QUALIFICATIONS**

- Bachelor's degree in Business related field
- At least five (5) years' experiences in sales and three (3) years in aggressive business development role
- Successful track record in B2B sales and negotiation
- Excellent verbal and written communication skills
- Proficiency with data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources

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Location: Nairobi

Department: Sales

Job Type: full-time