

Business Development Manager

JTL-SS-BDM-07-26 | Sales | Contract | Posted on August 1st, 2026 | Expires on July 31st, 2026

DESCRIPTION:

We are seeking to recruit a Business Development manager who will identify new business opportunities in order to generate revenue, improve profitability and help the business grow.

BUSINESS DEVELOPMENT MANAGER JOB RESPONSIBILITIES:

- Conducting market research to identify new business opportunities, new towns and residential areas.
 - 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:

- Degree in Business related field.
 - At least 5 years' experience in sales and 3 years in a business development role.
 - Successful track record in B2B sales and negotiation.
 - Excellent verbal and written communication skills.
 - Working experience with sales techniques.
 - Proficiency with data analysis, forecasting, and budgeting.
 - Proven ability to plan and manage resources.
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Location: Jamii Towers

Department: Sales

Job Type: contract