



# Job Description

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<b>Job Title</b> Business Development Director	<b>Job Location</b> Dar es Salaam	<b>Category</b> Business Development, Operations
<b>Job Type</b> Full Time	<b>Job level</b> Director / CXO	<b>Industry</b> Renewable Energy
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

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<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> -
<b>Secondary Industry</b> -	<b>Primary Category</b> Business Development: 6 Years	<b>Secondary Category</b> Operations: 4 Years
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

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The Business Development Director is responsible for the management and execution of the Business Development activities in Tanzania. The role is based in Tanzania with regular travel. The role requires the candidate to think long term and endurance to work on a project for an extended period of time.

## Responsibilities

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### 1. Local Business Development Lead

- Lead local business development deal process including implementing commercial frameworks, structuring deals and negotiating definitive documentation for commercial partnerships with guidance from Group Commercial
- Manage cross-functional coordination of internal and external workstreams needed to successfully execute 3rd party partnerships
- External responsibilities include customer relationship management, configuring solutions for customer power needs and economics
- Develop materials to use in customer meetings
- Work with Group Commercial function to implement partnership deals locally

### 2. Pipeline Management

- Prioritization and coordination of local business development pipeline including fielding inbound requests and prioritizing deals based on strategic importance
- Lead weekly calls with Group Commercial to determine status, risk and opportunities
- Track and drive deal status. Escalate risks in deals to Senior Management and Group Commercial

### **3. Business Development KPI reporting**

- Report on the status of deals, expected timing, and risk escalation
- Management and Board reporting presentation support

## **Education & Qualifications**

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### **Minimum Requirements**

- Bachelor's degree in a quantitatively rigorous discipline and with a record of strong academic performance

### **Ideal Requirements**

- An MBA is an additional advantage

## **Requirements**

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### **Minimum Experience**

- 6+ years' experience in commercial / business development, of which 2 years is at a management level
- General management experience, expertise in sales and marketing
- Deep understanding of commercial strategies & development
- Leadership experience
- Creative and proven ability to work cross-functionally
- Flexible, assertive, client-oriented and result-focused
- Proper mastery of computer systems and tools (Excel, PowerPoint, Google Sheets, Slides & Docs)
- Good communicator with a relational ease
- Excellent communications skills, and fluent in English
- Analytical and planning & organizing skills
- Detail-oriented and deadline driven

### **Ideal Requirements**

- Previous commercial or business development experience in Tanzania, in particular building commercial partnerships, is

a strong advantage

## **Characteristics**

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- Ethical team player who can work under pressure
- Ambition to grow professionally and contribute to the development of the company
- Ability to think long-term

## **Reporting To**

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Managing Director

## **Driving Licence**

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Not Required

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