



Job Description

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Job Title Business Development Intern	Job Location Nairobi	Category -
Job Type Full Time	Job level Entry	Industry -

Open to Expatriates
Open to Expatriates & Local Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

We are seeking motivated individuals to join our team as Business Development Intern. BD Intern will be responsible for sales activities to recruit new customers for our product, primarily targeting residents in Tanzania. The ideal candidate should possess strong communication skills, a persuasive demeanor, and the ability to work independently.

Responsibilities

- Conduct visits to various areas to identify and recruit potential customers.
- Facilitate cold and warm calls to prospective leads.
- Develop strategies for more effective sales in the business, both individually and as part of a team.
- Present product/service offerings to potential customers clearly and compellingly.
- Build and maintain positive relationships with customers to foster loyalty and repeat business.
- Meet or exceed weekly/monthly targets set by the management.
- Provide accurate and timely information to customers regarding the progress of activation.
- Address customer inquiries and concerns promptly and professionally.
- Keep detailed records of sales activities, including customer interactions, sales calls, and follow-up actions.
- Collaborate with the Business development team and management to develop effective business strategies and tactics.

Education & Qualifications

- High school diploma or equivalent; bachelor's degree is an added advantage.
- Enthusiasm in direct sales, preferably in a door-to-door sales environment.
- Excellent communication and interpersonal skills.
- Strong negotiation and persuasion abilities.
- Ability to work independently and manage time effectively.
- Results-oriented mindset with a drive to achieve targets and goals.
- Committed to thriving in an environment that demands extensive walking.

Requirements

- 0-2 years related experience
- Graduates ready to learn

Characteristics

- Open-minded and friendly
- Interpersonal skills
- Very good communication skills in both oral and written
- Can communicate in English and Swahili

Reporting To

Business Development Manager

Driving Licence

Not Required

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