



Job Description

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Job Title Business Development Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry FMCG, Retail & Wholesale
Open to Expatriates Only Open to Tanzanian Nationals	Salary TZS 700K - 900K net salary	

Minimum Requirements

Min Budget TZS 700,000	Max Budget TZS 900,000	Primary Industry FMCG, Retail & Wholesale: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The role requires a candidate with with active listening, have a compelling sales personality, and a hunger to chase and close new business from cold calls and inbound warm leads.

Responsibilities

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.

Requirements

3 years of experience in similar role

Reporting To

General Manager

Driving Licence

Not Required

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