

# **Job Description**

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Job Title Job Location Category

Business Development Manager Dar es Salaam Business Development

Job Type Job level Industry

Full Time Manager Security, Safety & Defense

Open to Expatriates

Only Open to Tanzanian Nationals

#### **Minimum Requirements**

Min Budget Max Budget Primary Industry

- Security, Safety & Defense: 7 Years

Secondary Industry Primary Category Secondary Category

- Business Development: 7 Years -

Certificate Qualification

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#### Summary

The Business Development Manager will identify and pursue new business opportunities in Tanzania. The ideal candidate will possess exceptional analytical and relationship-building skills to grow the company's revenue streams and manage existing client partnerships.

#### Responsibilities

- Research, analyze and evaluate sales options and prospects to identify new business opportunities.
- · Conduct market research to identify emerging trends and potential opportunities.
- Develop and execute business plans and strategies to meet sales and revenue targets.
- Establish and maintain relationships with key stakeholders, including clients, partners, and industry leaders.
- Negotiate and close deals with potential partners and clients.
- Collaborate with cross-functional teams, such as marketing and sales, to develop and implement business development initiatives.
- Attend networking events to promote the company and identify potential clients.
- Provide excellent customer service by maintaining relationships with clients, providing support, and addressing their needs.
- Stay up to date with industry trends and market dynamics.
- Create proposal documents as part of formal bidding processes.
- Represent the company at trade exhibitions, events, and demonstrations.
- Perform multiple tasks effectively while being results-driven and patient.

### Requirements

- Minimum 7 years of business development experience (preferably in software product organizations)
- · Proficiency in MS Office and CRM software
- Ability to persuade, negotiate, and build consensus to influence management and clients
- Deep understanding of Tanzania's equities markets, technology, and corporate structures.
- Ability to convert client relationships into opportunities for the business.
- Strong sales background in software products.
- · Strong empathy for customers and passion for revenue and growth
- Deep understanding of value drivers in recurring revenue business models
- · Demonstrated leadership through accountability, continuous learning and improvement
- · Analytical and process-oriented mindset
- · Ability to perform multiple tasks effectively while being results-driven and patient

## **Driving Licence**

Not Required

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