



Job Description

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Job Title Business Development Manager	Job Location Dar es Salaam	Category Business Development
Job Type Full Time	Job level Manager	Industry 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 Business Development: 7 Years	Secondary Category -
Certificate -	Qualification -	

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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