



# Job Description

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<b>Job Title</b> Business Development Manager	<b>Job Location</b> Dar es Salaam	<b>Category</b> Business Development
<b>Job Type</b> Full Time	<b>Job level</b> Intermediate	<b>Industry</b> Finance Services
<b>Open to Expatriates</b> Open to Expatriates & Local Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Finance Services: 5 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Business Development: 3 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The primary objective of this role is to drive business growth by acquiring new clients and expanding market presence in the field of taxation.

## Responsibilities

- Staying up-to-date with ever-changing tax laws and regulations and industry trends to identify opportunities for our services
- Develop and execute strategies to identify and fetch potential clients in the market who require taxation advisory services
- Build and nurture strong relationships with existing clients in order to understand their needs and offer tailor-made solutions.
- Develop and present compelling proposals that showcase our in-depth knowledge of taxation to potential clients.
- Engage in discussions on contracts, terms, and pricing to secure new business opportunities, assuring mutually profitable outcomes.
- Liaise closely with the current operational team to maintain the seamless delivery of services to clients.
- Develop an understanding of the client's business operations and industry trends.
- Participate in meetings with clients to discuss their various taxation matters in order to gain a high level of understanding
- Work closely with senior staff to develop a comprehensive understanding of the firm's services and processes.
- Educate clients on tax matters while helping them understand the implications of different tax strategies and compliance requirements.
- Identifying and carrying out other projects as assigned by the supervisor.

## Education & Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field. A Master's degree is an added advantage.

## Requirements

- Proven experience in business development; preferably in the taxation sector.
- Strong business acumen and sales skills.
- Highly proficient in Microsoft Office applications.

## Characteristics

- Excellent interpersonal skills.
- Sales, business development, and analytical skills.
- Negotiation skills.

- Networking abilities and Client Relationship Management.
- Outstanding written and verbal communication skills.
- Organizational and time management skills.
- Results-oriented.
- Collaborative and adaptable to new working environments.

### Reporting To

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CEO

### Driving Licence

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Not Required

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