



Job Description

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Job Title Business Development Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Telecom Services & Equipment
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Telecom Services & Equipment: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Purpose of the Job

- To work hand in hand with Sales and Commercial team towards creation of better brand recognition and financial growth

Responsibilities

- Identify opportunities in target markets
- Developing and nurturing relationship with key clients and engage in internal and external contacts.
- Following up with new leads and referrals from the sales team and make sure the team is converting to opportunities and supporting sales growth.
- Present new products and services to improve existing relationships
- Ensure all company staff portray the company in the best light
- Forecast sales and commercial objectives and ensure they're fulfilled by the sales and commercial team
- Submit reports timely
- Attend industry functions, conferences and association events and give feedback on market trends
- Collaborate with sales and commercial team to ensure company profit goals are met.
- Strong understanding of company products or services as well as business position and competition to keep business competitive.
- To ensure constant strict adherence of company's core values and SHERQ requirements
- To report and document any incident or accident occurring in relation to Fuel and liaise with the appropriate local/group managers for the necessary action to be taken.

Supervisory Responsibilities:

- Make sure the Sales and Commercial team follow the procedures and plans provided at all times
- Any other duties related to Business Development Manager as may be assigned

Education & Qualifications

- BA in Business Administration or a related field

Requirements

- 3-5 years in sales experience or relevant field

Characteristics

- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or scheduled form
- Decision making and leadership Skills
- Fluent with the English and French languages
- Report writing skills
- Fuel Management
- Computer literate (Microsoft Windows Microsoft office).
- Proactive and self –motivated
- Good interpersonal Skills
- Analytical skills
- Team player
- Safety awareness
- Ability to multi-task
- Ability to withstand pressure
- Reliable
- Customer Satisfaction Oriented

Reporting To

Deputy CEO

Driving Licence

Not Required

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