



# Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

<b>Job Title</b> Business Development Officer	<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> Logistics & Operations

**Open to Expatriates**  
Open to Expatriates & Local Nationals

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Logistics & Operations: 3 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 Business Development Officer is responsible for increasing sales it's typically more focused on finding new business opportunities and strategic business growth.

The BDO is responsible for building and maintaining relationships with stakeholders including customers and partners, analyzing portfolios to identify new opportunities, and helping to develop and communicate about the company's products, prices and policies. The business development officer is part of the Commercial team providing insights to help develop and position offerings that can improve the bottom line. Business development officers might analyze customer feedback and data to determine how customers are using products and services and then develop a strategic plan to increase usage – or discontinue underperforming offerings.

## Responsibilities

- Prospect and cultivate business relationships in order to generate new leads and opportunities for new business.
- Build pipeline through prospecting and cold calling, nurture new sales leads to secure business
- Generate appointments and conduct presentations to clients to generate new agreements for the container guarantee.
- Responsible for offering quotes to current and prospective clients
- Compiles lists of prospective customers for use as sales leads, based on information from business directories, networking events, industry ads, trade shows, Internet Websites, and other sources.
- Generate and submit weekly sales reports of business activities and results – work to achieve sales goals.
- Attend sales and service meetings as required.
- Maintain, manage and oversee the current client base.
- Maintain active client base, prospects and potential lead source lists.
- Investigates and resolves customer problems when deemed necessary.
- Develop strong relationships with key stakeholders within the business, to align category strategies with the business' needs and Uphold rapport with clients and prospects
- Any other activities assigned by the management.

## Education & Qualifications

- Minimum Diploma in Marketing or any related field.

## Requirements

- Three (3) years' experience sales and marketing

- Excellent knowledge of MS Office and marketing software (e.g. CRM)
- Experience defining and executing sales and marketing campaigns
- Understands People's Buying Patterns and Trends, Believes in Inbound Marketing, Asks Great Questions and Listens Intently, Sets Goals and Develops Action Plans
- A team player with a customer-oriented approach
- Good Presentation Skills
- Commercial awareness.
- Solid interpersonal skills
- Sales skills.
- Communication skills.
- Marketing skills.
- Business intelligence skills

## Characteristics

---

- Emphasizing Excellence.
- Good Presentation Skills
- Negotiation Skills.
- Self-motivated
- Adaptability
- Goal and deadline driven.
- High Level of integrity.

## Driving Licence

---

Not Required

To Apply for This Job [Click Here](#)