



Job Description

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

Job Title Senior Business Development Manager – New Business Area	Job Location Pretoria	Category Business Development
Job Type Full Time	Job level Manager	Industry Telecom Services & Equipment
Open to Expatriates Open to Expatriates & Local Nationals		

Minimum Requirements

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

Summary

This position will be responsible for the development of new revenue lines opportunities in the South African market and supporting business development activities in the African region.

Responsibilities

- Initial Focus will include but not be limited to the following areas; Mobile Edge Computing (MEC), Energy as a Service (EaaS), Connected Venues, Energy/PV and Subsea/ Fiber, the “new business areas”
- Work directly with the New Business group and support their efforts in the designated
- Identify a large set of compelling investment options by building and maintaining a pipeline of opportunities in the “new business areas”.
- Identify and document best practices for “new business areas” sharing and cooperating with other
- Develop new revenue lines in the “new business areas” to increase portfolio and
- Build and maintain direct relationships with individuals and organizations within the territory to facilitate information gathering, lead generation and deal closure.
- Cooperate in the preparation of accurate financial models to support decisions on acquisitions and new
- Conduct Due Diligence when necessary
- Communicate offers and negotiate letters of intent with property owners and their
- Lead the research, documentation and analysis of Opportunity Reports, documenting the viability and issues of “new business areas” in each country of
- Participate in the ranking of target markets for expansion or entry
- Actively participate in regular executive review and investment committee meetings, lead discussions and present materials to the
- Other projects and duties as assigned

Education & Qualifications

- Bachelor's Degree in Business Administration, Engineering or related field;

Requirements

- 5-10 years of related industry and outside sales or business development experience (basic knowledge of wireless site development, construction, and co-location as a differential)

- Demonstrated knowledge and intermediate proficiency working with Microsoft Office Suite software including Microsoft Word, Microsoft Excel, Microsoft PowerPoint and Microsoft Outlook

Driving Licence

Not Required

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