



Job Description

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

Job Title Senior Manager: Business Development	Job Location Dar es Salaam	Category Sales, Business Development
Job Type Full Time	Job level Senior Manager	Industry Business Services / Consultancy
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry -	Primary Category Sales: 4 Years	Secondary Category Business Development: 4 Years
Certificate -	Qualification -	

Summary

Plan, develop and oversee the organisation's business development strategy with the vision to build and promote long-lasting relationships that will drive and maximise business opportunities.

Responsibilities

- Plan, develop and oversee the overall business development strategy closely with the Deputy GM.
- Continuously plan for company's financial success by maximizing on opportunities with existing and potential clients.
- Driving sales and maintaining consistent sales growth by continuously establishing new opportunities.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Identify market shifts while being fully aware of new products and competition activities and status.
- Developing new business opportunities with potential clients at all stages of the sales cycle that include targeting, prospecting and presenting compelling business propositions.
- Preparing and presenting persuasive sales presentations that effectively demonstrate the value proposition of D&B products / services.
- Maintaining a robust deal pipeline and effectively managing complex contract negotiations and closing new business deals with potential customers, working closely with the Deputy GM.

- Collaborating with other internal support teams to ensure successful implementations.
- Developing and executing a strategic business plan that meets or exceeds established sales goals and supports organization revenue and profitability targets.
- Monitor the publishing of tenders nationally which could potentially be an opportunity for the company to take part in.
- Effectively manage, motivate and grow the existing business development team.
- Make use of data or information internally to update Deputy GM on progress in terms of usage, revenue and potential opportunities with existing and potential clients in a weekly meeting.

Education & Qualifications

Education:

- Graduate / Postgraduate (background in Economics/ Business Management / Administration/ Marketing/ Sales).

Requirements

- Over 4-5 years of experience in sales / business development / account management in the B2B sectors with a preference for experience in the Banking/Financial Services Industry. Additional experience in telecom and insurance would be advantageous.
- Connections in the banking and financial services community would be advantageous.
- Successful track record in business development and sales growth.
- Understanding of the credit bureau industry would be advantageous.
- Effective communicator with people management, networking skills and the ability to lead / manage teams in a multi-cultural set-up would be advantageous.

Characteristics

- Experience in leading a business development and operations team
- Excellent communication and negotiation skills
- Excellent organizational and leadership skills
- Critical thinker and problem solver
- Exhibit strong business acumen and commitment to productivity
- Analytically driven
- Excellent presentation skills
- Ability to influence credibly and effectively at all levels of the company.
- Proven ability to drive the sales process from plan to successful closure.
- Conversant in understanding multiple industries, specifically banking in the areas of risk, credit and collections.

- Self-driven with a high level of energy, and willingness to work in a dynamic set-up.

Reporting To

Deputy General Manager

Driving Licence

Not Required

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