

# **Job Description**

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Job Title Job Location Category

Senior Manager: Business Development Dar es Salaam Sales, Business Development

Job Type Job level Industry

Full Time Senior Manager Business Services / Consultancy

Open to Expatriates

Only Open to Tanzanian Nationals

## Minimum Requirements

Min Budget Max Budget Primary Industry

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Secondary Industry Primary Category Secondary Category

- Sales: 4 Years Business Development: 4 Years

Certificate Qualification

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#### 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 company 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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