https://digitalvisionea.com/job/business-development-manager-role-at-digital-vision-ea/

Business Development Manager

Hiring organization
Digital Vision EA Limited

Employment Type
Full time

Job Location
Digital Vision EA Limited, P.O. Box 104230, 00101, Nairobi, Kenya

Date posted
January 24, 2020

Description

Digital Vision EA Limited (https://digitalvisionea.com) is looking for a highly-motivated, intelligent, and skilled individual to join its team as the business development Manager.

He/She will be reporting to the CEO.

This is a full time position.

The ideal candidate must be able to work locally and full-time in Nairobi. Without exceptions, no part-time or remote arrangements will be considered.

The candidate will also be willing to travel to client sites in Kenya and abroad, if and when required to do so.

The job requires the ability to take ownership of the over management of sales and marketing functions of the company. We are looking for someone with the self-discipline to get work done in a timely manner without constant oversight.

We'll also be looking for an eagerness to collaborate with a small team of highly-motivated people.

Responsibilities

Responsible for the overall management of all strategic and operational Marketing and Customer Relationship activities.

Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas.

Take ownership of the management of the sales and marketing functions of the business.

Drive increased revenue and profit to achieve the Company`s ambitious growth.

Working to stringent targets, the job holder will be required to adopt a professional and knowledgeable approach to each new business call.

Planning and coordinating the implementation of business plans and the penetration of new markets.

Inform current and potential partners about key business developments.

Manage existing partnerships.

Requirements of the Role

Experience in working with senior management to align sales strategies and

solutions
Must have experience of working in a corporate/business focused environment

Excellent negotiation skills, proven track record of successfully pitching for new business

Proven track record of increasing revenue through generation of leads

Inform current and potential partners about key business developments

Manage existing partnerships

Qualifications
Bachelor's degree in Business, Marketing, Finance or related field

At least 3 years of experience successfully leading a sales initiative or project

Combination of private/public/nonprofit sales experience a plus

2+ years of experience in management/supervision

Must demonstrate proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook)

Must have exceptional verbal and written communication skills.

Excellent financial management skills.

How to Apply
Applications should be sent by EMAIL ONLY with subject : Business Development Manager to: **careers@digitalvision.co.ke**

Please submit the following documents:

A personalized cover letter (explaining why you are the best candidate.)

Latest resume with at least 3 referees. Indicate referee email and phone numbers

Kindly indicate your earliest availability date