

Business Development Manager

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Phone :

Web :



Job Summary

Vacancy :

Deadline : Jan 01, 1970

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Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification : Degree

Job Description

Duties & Responsibilities • Spearhead new marketing initiatives and strategies (sales promotions, trainings and product launches) aimed at introducing products and services offered by the company • Plan advertising and promotional campaigns for products & services on a variety of media (social, print etc.) to raise brand awareness. • Coordinate with advertising agencies, media outlets, and other organizations to produce promotional materials such as brochures, jingles etc. • Identify new business opportunities, including new markets, new clients, new partnerships etc • Maintain and develop relationships with existing clients • Pitch, and close sales actioning marketing-generated leads as well as self-generating prospects • Organise training for farmers and clients on the company's products and build relationships with relevant industry partners/stakeholders • Conduct regular research to establish the market position of the company's products and align marketing strategies with competitors as well as new market challenges and propose recommendations. • Responsible for forecasting and achieving sales targets • Identify sales/revenue gaps and implement relevant strategies to achieve targets • Present to management weekly client updates, sales reports and activities • Responsible for developing sales and marketing presentations, proposals and budget

Education & Experience

• A Degree in Marketing, Business Management, Business administration **Benefits:** Attractive package. Additional info: Knowledge of MS Office Suite and QuickBooks Ability to make presentations to Management

Must Have

• Relevant experience in a revenue-focused business development • 10 years experience in a sales role • Strategic, innovative and creative (capable of visioning and ability to generate ideas) • Strong leadership qualities to lead a team • Excellent customer service skills • The ability to motivate others • A solid understanding of business and marketing principles

Educational Requirements

Degree

Compensation & Other Benefits
