

Business Development Manager, Tanzania

Job Profile

Job Title: Business Development Manager

Reports to: Senior Manager, Business Development & Administration

Location: Dar es Salaam, Tanzania

Job Scope

The Business Development Manager is responsible for driving business growth through strategic partnerships and client relationships. This role involves developing and maintaining a new business pipeline, supporting business development activities, managing client relationships, mapping the business community, disseminating content, and coordinating networking activities.

Responsibilities

Pipeline Sourcing

- Develop and maintain a new business pipeline aligned with the business development strategy and targets.
- Source opportunities across various sectors, including private, developmental, and public.
- Provide regular feedback and updates to management.

Business Development Support

- Execute and catalyze business units' development activities.
- Identify and schedule meetings with key influencers in target sectors.

Relationship Management

- Leverage personal and professional relationships to manage existing and newly generated clients.
- Respond to client queries promptly and effectively.

Client and Market Mapping

- Continuously map the business community.

- Maintain a comprehensive knowledge repository of clients, both suspects and prospects, in line with the business units' strategies.

Content Dissemination

- Manage the dissemination of ASIGMA's shareable content to existing and potential business opportunities.
- Contact potential clients to establish rapport and create opportunities for presentations to target organizations, institutions, and businesses.

Networking and Events Coordination

- Assist in coordinating networking activities such as industry forums, select conferences, and client events.
- Maintain an events calendar on behalf of the company.

Qualifications and Experience

- A graduate with an excellent undergraduate degree. A master's degree would be advantageous.
- Background in Business to Business (B2B) and Business to Business to Customer (B2B2C) business development.
- Over 7 years of proven experience in relationship management, negotiation, customer acquisition, and retention.
- Strong existing relationships in private, public, and development sectors.
- Excellent high-level communication and public speaking skills for marketing ASIGMA's service offerings.
- Highly analytical and a creative problem solver with a proactive, can-do attitude.
- At least three years of experience in a similar role.
- Strong report writing skills, adaptable for various audiences; evidence of these skills is an added advantage.
- Ability to work independently with minimal instruction in a fast-paced, dynamic environment.
- High attention to detail and accuracy.
- Receptive to feedback and willing to learn.
- Ability to handle highly confidential information professionally.
- Maintain a professional demeanor under stress.
- High energy level and personal commitment to teamwork.

What We Offer

Each employee has a chance to see the impact of his work. You can make a real contribution to the success of the company.

Several activities are often organized all over the year, such as weekly sports sessions, team building events, monthly drinks, and much more.

APPLY HAPA