

Business Development Manager

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

Overview

Our Client is in the Tobacco Industry and is looking for a Business Development Manager

Duties and responsibilities include but are not subject to;

Contacting potential clients to establish rapport and arrange meetings.

Planning and overseeing new marketing initiatives.

Researching organizations and individuals to find new opportunities.

Increasing the value of current customers while attracting new ones.

Finding and developing new markets and improving sales.

Attending conferences, meetings, and industry events.

Developing quotes and proposals for clients.

Developing goals for the development team and business growth and ensuring they are met.

Training personnel and helping team members develop their skills.

Build Powerpoint presentations and easy visible access to facts and figures.

Compile news blog from our association activities.

Assist in a range of Marketing strategies and materials

All aspects of Business development

Skills;

Strong communication skills and IT fluency.

Ability to manage complex projects and multi-task.

Excellent organizational skills.

Ability to flourish with minimal guidance, be proactive, and handle uncertainty.

Proficient in Word, Excel, Outlook, and PowerPoint.

Qualifications;

Bachelor's degree in business, marketing or related field.

Experience in sales, marketing or related field.

At least 3 years professional work experience in a similar role.

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