

Business Development at Brisk Marketing

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Salary Range : KSh , – KSh ,/month

Summary

At Brisk, we rely on our dynamic team to deliver world-class services to our clients. We're seeking to recruit **Business Development Leads** who will be based **Uganda** and **Rwanda** .

They will in line with our internal strategic objectives grow the business by prospecting new business, increasing the company's visibility, identifying business opportunities, and negotiating partnerships while maintaining extensive knowledge of the Industry.

Our ideal candidate has experience in the Agency or Marketing industry: General Trade, Modern Trade, Activations, and Events specifically in Uganda and Rwanda.

We are looking for a hands-on aggressive Business Development who is keen on new market expansion.

Job Responsibilities

Generate New sales leads while identifying new opportunities

Negotiate Client pricing while liaising internally to ensure good margins are upheld

Forecast sales revenue and sales targets

Increase customer value while attracting new ones

Develop and maintain client relationships through client visits, calls, and e-marketing

initiatives

Coordinate with sales teams to develop mutually beneficial proposals

Negotiate, draft contract terms with clients and communicate with stakeholders

Monitor project teams to ensure contracts are executed as agreed

Gather useful information from customer and competitor data

Make and give presentations to prospective clients and internal stakeholders

Create and implement processes and policies to support the overall business

Track, identify, and qualify prospects to the sales pipeline

Develop and manage strategic partnerships to grow business

Track and report on the status of proposal components

Conduct ongoing market research and advise the business on opportunities

Drive the end-to-end sales process

Requirements: Capabilities, Competencies & Experience needed for the job

Minimum 4 years of business development experience. Experience in the Agency or Marketing industry: General Trade, Modern Trade, Activations, and Events is an added advantage specifically in Uganda and Rwanda.

A Bachelor's Degree in Business or any other relevant course.

Good interpersonal skills.

Must be able to work with a team and be a team player.

Exceptional verbal and written communication skills.

Adaptability and strong problem-solving skills.

Excellent active listening skills.

Ability to build rapport and collaborate with others within the company and externally.

Understanding of consumer behaviors and industry trends.

Extensive, accurate product knowledge.

Interested candidates should attach their cv and cover letter mentioning the Role and job location on the subject. Candidates will be reviewed in a rolling basis.

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