

Business Development Manager at Broadband Communication Network

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Broadband Communication Network is a communication Technologies Organization dedicated to provide Complete Communication Network Solutions for Network Operators, Communication Regulators, Broadcasting Houses, Internet Service Providers (ISPs) Utilities, Governments, UN bodies and large business organizations in East Africa.

Responsibilities:

To drive Telecom business through all sales networks by championing and carrying out Business Development activities so as to ensure the company achieves its corporate sales revenue budget, profitability and customer service.

Demonstrate sound knowledge of Telecommunication, ICT, Green Energy solutions including Solar, Power (Electrical) and Air-conditioning, from Sales point of view

Sales, Maintenance and Support of Telecommunication, ICT and Green Energy

Define the opportunity market with appropriate segmentation and segment level Sales focus

Lead Business development initiatives to grow the Business in line Growth Targets

Drive Sales and Customer engagement to actualize the Sales revenue targets

Prepare Weekly and Monthly Sales Reports

Competitive intelligence gathering, positioning and sales strategy / customer value

assessment as well as technical system consultancy.

Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations within the shortest sales cycle.

Manage sales projects and key deals based on product, services, solutions, technology or domain etc.

Following up new business opportunities and setting up meetings

Planning and conduct technical presentations and demonstration on products.

Interfacing the product line and the demand and supply chain to make sure the best business support is provided, pre and post sales.

Communicating new product developments to prospective clients

Building relationship with customer team

Analyze complex customer requirements, lobby customer with optimum solution.

Provide business and sales support for selected deals

Contribute to business knowledge transfer for products/services/solutions

Performing any other related duties as may be assigned

Requirements

Minimum Education Qualifications:

Degree in Telecommunication Engineering, Electrical Engineering, ICT, Computer Science etc

Proven 5 years technical Sales experience, especially in Telecom, ICT products and solutions

Other Skills/Training:

Diplomatic and confident individual with excellent listening skills

Excellent communication skills, both written and oral

An ardent sales professional, self-driven go getter.

Demonstrate Numerical and analytical prowess

Ability to work in Team

Tactful negotiator

Telecom market Knowledge

Excellent Presentation Skills

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