

Business Development Manager at Corporate Staffing

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Corporate Staffing Services is a leading recruitment agency in Kenya providing complete recruitment services. In the last ten years we have been partners to local and foreign businesses looking to hire Kenyan professionals. We have recruited for diverse clients in different sectors and industries.

Duties and responsibilities

Build and maintain relationships with potential and existing clients to identify opportunities for new business.

Develop and execute strategies to drive sales growth, including lead generation, qualification, and close.

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.

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.

Collaborate with both internal and external product development teams to ensure the software solutions meet client needs and expectations.

Provide exceptional customer service and support to clients throughout the sales process.

Participate in industry events, trade shows, and conferences to build brand awareness and expand the network of contacts.

Track and analyze sales data to identify trends, opportunities, and areas for improvement.

Create and deliver presentations and proposals to potential clients to showcase the benefits of our software solutions.

Requirements:

Experience in IT, Sales, Marketing or related field.

Proven track record of achieving sales targets and driving revenue growth.

Experience in B2B/ corporate sales will be preferred

Knowledge and experience in selling SAAS will be an added advantage

An in-depth understanding of the sales lifecycle.

Must be able to work across functions, have the drive and energy to drive excellence and continuous improvement.

Proficiency in Microsoft Office applications.

Good connections in the industry and the ability to network effectively.

Excellent communication, interpersonal, and negotiation skills.

Ability to work independently and as part of a team.

High level of commitment to duty, and discipline.

Unquestionable level of integrity.

Ability to manage complex projects and multi-task.

Excellent organizational skills.

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

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