

Business Development Manager at Crystal Recruit

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Crystal Recruit is a boutique recruitment firm that specializes in matching the right talent to the right job opportunities across Africa. We go out of our way to find that missing person for your business puzzle. We are the partner that understands your needs, recruits 'best-in-class' talent and counsel you towards a successful conclusion to the search process.

Responsibilities

Marketing company products and services to achieve business and sales growth

Maintain rapport and network with potential clients to achieve the desired business

Prospecting and cold calling on a daily basis for new business leads

Hunting corporate clients across various industry segments ranging from Insurance, Banks, Consumer goods, Oil and Gas, Hot & cold beverages, Hospitality, etc

Pitching to potential clients, sending quotation proposals, closing the business orders and regular Customer service, and following up with the client.

Keeping track of competitor activities and updating the company about market intelligence

Arrange meetings for senior management with prospective clients

Requirements

3 – 5 years' relevant Corporate Sales & Business Development experience in Nairobi

region.

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

Consistent & proven track record in new business development, client acquisition, and retention.

A go-getter with excellent client networking skills and an impeccable knack to generate sales and business inquiries

Good written and verbal communication as well as presentation qualities

A pleasant personality, good interpersonal and networking skills would be preferred.

Well-versed with Microsoft Word, Excel, and PowerPoint presentation

Strong communication skills and IT fluency.

Ability to manage complex projects and multi-task.

Excellent organizational, interpersonal, and networking skills

Ability to flourish with minimal guidance, be proactive, and be a go-getter

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