

Business Development Manager at Ideon Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

At IDEON, We follow strict code of ethics, confidentiality and practice standards in the delivery of services to clients. Our services help businesses expand and optimize operations We are providers of end to end business enabling services that helps businesses to expand and optimize operations across different industries. Our services include: COLLECTIONS OUTSOURCING SOLUTIONS Outsourcing Collections and recovery of debtors helps organizations enhance efficiency and leave them focus on critical business growth initiatives. FINANCE & ACCOUNTS OUTSOURCING To optimize performance, IDEON offer customer centric finance and accounts outsourcing solutions that help them focus on other core business. PAYROLL SOLUTION Outsourcing payroll is a common strategic practice for employers for many reasons. Perhaps most importantly, the decision saves valuable time, cutting hours of administrative work each pay period.

Duties & Responsibilities

Responsible for the sales process from initial request to contract execution, including covering and sourcing new medical providers & partners, pipeline maintenance, and sales procedure adherence.

Interviewing and evaluating prospective medical providers and partners i.e. hospitals and laboratories, including conducting due diligence in line with the company's expectation, understanding their enquiries and responding accordingly.

Analyzing data to identify new opportunities for growth within existing markets.

Develop and coordinate marketing programs as required by the business.

Monitoring competitor activity in the market and making adjustments to marketing campaigns as needed.

Passionately and confidently represent the brand and train prospects ethically through the set process and market development.

Achieving growth targets provided by the management team.

Skills & Experience

Bachelor's Degree in Marketing or related disciplines.

5 years of experience with B2B sales. Experience in medical credit field is an added advantage.

Proficiency in CRM software

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