

Business Development Manager at Summit Recruitment and Search

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Summit Recruitment & Search was established in to address the recruitment, mass recruitment, executive search, outsourcing and training needs of companies based in Kenya or wanting to enter the Kenyan, East African, South African and African market. We have a leading proven track record in our field in South Africa, Uganda, Ethiopia, Tanzania, Rwanda, Nigeria, Zambia, Ghana and many other African countries. We are able to advise on market trends, training requirements, prevailing salaries and offer a complete HR Solution where necessary.

Key Requirements:

Contribute towards achieving the organization's growth targets through soliciting for business from a different market segment, MICE.

Obtain market and competitor information and use it to help the organization operate with initiative and innovation.

Report and resolve any complaints in the shortest time possible.

In conjunction with the Sales & Marketing Manager, develop and implement sales strategies for increasing revenue/share of wallet from the top

Exclusively promote the client as the preferred Travel Management Company for Top Tier corporates in the region with significant travel and/or MICE spend.

Positively drive change in behaviour of key sales and customer service staff and improve overall performance.

Submit a weekly report to the Sales and Marketing Manager detailing the week's events or matters of interest to the business whether internal or external.

Client Management is a key component of this role and, in partnership with the Sales & Marketing Manager, you will focus on customer retention and satisfaction of a proportion of the top clients.

Qualifications

Relevant bachelor's degree.

7 years proven working experience as a Business Development Manager

Proven sales track record in the Corporate sector

Proficiency in MS Office, (PowerPoint, Word, Excel, Power BI)

Market knowledge (travel industry experience is a plus)

Excellent Communication, writing and Negotiation skills.

Ability to build rapport with key decision makers in organizations.

Good time management and planning skills

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