

Business Development Manager –Media 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.

Key Responsibilities:

Marketing company products and services to achieve business and sales growth

Pitching to potential clients, sending quotation proposals and closing the business orders

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

Arrange meetings for senior management with prospective clients

Promote/sell/secure orders from existing and prospective customers through a relationship-based approach.

Demonstrate products and services to existing/potential customers and assist them in selecting those best suited to their needs.

Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the company

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

Prospecting and cold calling on daily basis for new business leads

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

Make telephone calls and in-person visits and presentations to existing and prospective customers.

Research sources for developing prospective customers and for information to determine their potential.

Develop clear and effective written proposals/quotations for current and prospective customers.

Expedite the resolution of customer problems and complaints.

Plan and organize personal sales strategy by maximizing the Return on Time Investment for the market.

Supply management with oral and written reports on customer needs problems, interests, competitive activities, and potential for new products and services.

Keep abreast of product application, technical services, market conditions, competitive activities, advertising, and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.

Participate in trade shows and exhibitions.

Key Qualifications.

Bachelor's Degree in sales & marketing or a related field

2-3 years' relevant Corporate Sales & Business Development experience in promotional giveaways and merchandise in Nairobi region.

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

Go getter with excellent client networking skills and impeccable knack to generate sales and business inquiries

Good written and verbal communication as well as presentation qualities and well versed with Microsoft word, Excel and PowerPoint presentation.

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