

Business Development Manager

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Company: Fuzu

Location: Nairobi

Category: other-general

Job Summary

Contract Type:

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The role of the Business Development Manager (BDM) is to provide strategic support and execution to Executives and Associates in respect of business development initiatives in Kenya and also in the East Africa Region.

These include: client retention, loyalty and growth and winning new business. Central to this role is the strategic insight to conceive and implement new ways to generate business from existing and potential clients and/or industry sectors and to work in a collaborative manner across the Firm. The BDM will assume a primary liaison role with the Office Head in Kenya and other office heads in the East Africa region.

This is a team-based role willing, and the ability, to work with a broader team in a changing landscape with rotating lead and following roles on different initiatives is essential.

Qualifications :

Relevant or Post Graduate Business Degree.

At least 10 years related working experience within a professional services environment.

At least 3 years experience in the management and implementation of projects.

Excellent knowledge of the East Africa Region.

Ability to communicate effectively with all levels of practitioners and support staff throughout all firms offices.

Proven ability to take initiatives and to work independently.

Ability to juggle priorities taking into account urgency and importance of completing tasks.

Desiring to complete activities, tasks and projects timeously and maintaining required output standards.

Strong focus on proactivity and taking initiative to ensure successful outcomes.

Strong IT skills and ability to use IT systems to support team and own efficiency.

Working knowledge of CRM systems, pitch management software and contract management tools

Willingness to work overtime and to travel, ensuring successful completion of tasks whenever necessary.

Strong work ethic, determination and dedication to the job and the firm.

Responsibilities

Develop, implement, monitor and report on strong **business development plans** for the East Africa region

Identifying and developing business opportunities for projects within the East Africa region.

Monitoring competitor activities and identifying potential opportunities.

Managing and retaining relationships with existing clients and identify strategies to win more work from existing clients and identify profitable sources of work.

Working with executives on identifying and pursuing new client opportunities and market/sector opportunities.

Supporting practitioners with ideas, content development and client lists for business development and client events.

Writing capability statements and where required, pitches and proposals.

Preparing briefing notes for client meetings.

Assisting with training for practitioners on business development.

Identifying and mapping business strengths and customer needs.

Researching business opportunities and viable income streams.

Following industry trends locally and internationally.

Reporting on successes and areas needing improvements.

Having an in-depth knowledge of business products and value proposition.

Assisting with preparation of proposals as and when required in support of specific targeted clients in relation to project work.

An understanding of the rankings and awards environment sufficient to support the business on submissions;

Working closely with the firms team based in South Africa.

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