

JOB OPPORTUNITY NO # B020223009

Title: Business Development Manager -Full time

KALEN LIMITED

PSSSF Commercial Complex, Sam Nujoma Road, Dar es Salaam,
Tanzania

Deadline: September 30, 2022 12:00 PM Time

Description

Kalen Limited is looking for a Business Development Manager to join our team in Dar es Salaam. As a manager, you will lead and participate in business development and execute business growth strategies to drive revenue and profitability.

Qualifications

- Bachelor's/ Master's degree in Marketing/ Business or equivalent from a recognized institution.

Essential Criteria

- 5+ years of experience in Strategy, Sales, Marketing preferably in IT Sector
- A good project Management, Communication, developed negotiation & decision-making skills
- Highly developed written and oral communication skills, including the ability to speak confidently in public and to present complex ideas in a clear and comprehensible way
- Exceptional negotiation and decision-making skills.
- Strong business acumen.
- Ability and willingness to travel

Desirable Criteria

1. Ability to develop strategic plans and make sound decisions to grow the business
2. Track record of building and maintaining customer/client relationships and customer satisfaction
3. Experience in responding to RFP's, tenders, and develops sales in new sales territories
4. Able to deliver under pressure, prioritizing work against competing demands to meet deadlines.

How to Apply

Send your CV and cover letter to career@kalen.co.tz