

BUSINESS DEVELOPMENT MANAGER

Organisation Background

Creative Hub Africa provides a physical and virtual platform for nurturing creative business owners, leaders and creative builders with circular principles to contribute to the continent's circular and creative economy. We are committed to increasing access to Creativity, Innovation & Technology and transforming the communities we work in by making our creative innovative tech space accessible to all.

Mission

To enable creativity through Collaboration, Innovation and Circularity. We are committed to support entrepreneurs, startup (especially female led businesses) at every stage of their business. We are committed to create positive social and economic change, transforming the communities we work in by making our creative innovative tech space accessible to all.

Goal

Our goal is to provide an inclusive creative innovative tech space to help entrepreneurs, Startups and businesses succeed.

Currently we are looking to recruit for the following position:

Position Title: Business Development Manager
Category: Full Time
Organisation: Creative Hub Africa
Location: Sierra Leone

JOB PURPOSE/SUMMARY

The Business Development Manager will be responsible for overseeing the implementation of business objectives. His/her duties include sourcing and securing new business opportunities, managing existing business relationships, comparing current sales numbers to desired quotas, delegating sales and marketing tasks among team members, and meeting with top management to discuss their progress.

RESPONSIBILITIES:

- Maintain current client and partnership relationships and identify areas for potential clients
- Contact potential clients to establish a business relationship and meet with them
- Develop new services and improve sales through various methods
- Research the latest in the business industry and create new opportunities to expand our range of business development services
- Collaborate with sales and design team to ensure requirements are met, such as sales numbers and profit goals
- Train junior salespeople to improve sales goals and meet expectations
- Strong understanding of company products or services as well as business position and competition to keep business competitive

QUALIFICATIONS:

- A deep understanding of business and client relationship management
- Proven experience in business development within a service company

- Exceptional communication and presentation skills, both written and verbal, in order to express technical and nontechnical concepts clearly and concisely
- Technical skills required to create proposals and find solutions to meet client requirements, such as using software programs and machines
- Excellent organizational skills to meet goals and set priorities
- Be proactive, and organized and handle work under stressful and uncertain conditions