

ROLE PROFILE: BUSINESS DEVELOPMENT MANAGER

What the role is accountable for
The Business Development Manager (BDM) is often the first point of contact a new potential client will have with a business when they are seeking information on the products and services the company provides. The BDM also responds to RFP's, tenders, and develops sales in new sales territories to excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business from cold calls and inbound warm leads.
Role reporting
The role will be reporting to the International Business Development Manager.
A typical day may include (ideally no more than 10 – 12 characteristics)
- Contacting potential clients to establish rapport and arrange meetings. - Planning and overseeing new marketing initiatives. - Researching organizations and individuals to find new opportunities. - Increasing the value of current customers while attracting new ones. - Finding and developing new markets and improving sales. - Attending conferences, meetings, and industry events. - Developing quotes and proposals for clients. - Developing goals for the development team and business growth and ensuring they are met. - Training personnel and helping team members develop their skills. - Revenue budgeting and forecasting for the business unit - Developing cash flow and profit analysis on requested quotes and proposals for clients
Qualifications we look for
Essential Qualifications: Bachelor's degree in business, engineering, IT/IS, marketing or related field.
Experience we look for
- Function related experience: 3-5 years - ICT Experience: more than 10 years - Engineering, Manufacturing or Industrial IT Experience: 3-5year Other experience: - Deep understating of ITIL framework and ISA95 standards - Strong communication skills - Ability to manage complex projects and multi-task. - Excellent organizational skills. - Ability to flourish with minimal guidance, be proactive, and handle uncertainty. - Proficient in Word, Excel, Outlook, and PowerPoint. - Comfortable using a computer for various tasks.
How the role raises the bar

- Competencies to follow once finalised

ADDITIONAL ROLE INPUT:

SECTION 1:
CATEGORY

Customer/Client Management and Sales - Primarily involved in direct contact with customers / clients to acquire new business or develop existing business. Participates in sales presentations, developing bids, and responding to proposals. At senior levels, likely to set/negotiate product/service terms or contracts. A significant portion of compensation is likely to be based on sales results.

SECTION 2: LEVEL

CUSTOMER / CLIENT MANAGEMENT AND SALES

Category 5: Continues to build knowledge of business, financials, products/services, and the market or account needs. Works with moderately complex territory/assigned accounts, products/services, sales or account management processes. Has direct contact with clients and moderate authority/opportunity to set and negotiate product/service terms. Is beginning to plan own territory or account approach and monitor resources.