

BUSINESS DEVELOPMENT OFFICER

We are looking for an ambitious and energetic Business Development Officer to help us expand our clientele. You will be the front of the company and will have the dedication to create and apply an effective business strategy. The goal is to drive sustainable financial growth through boosting clients and forging strong relationships with clients.

Responsibilities

- Identify and develop new business opportunities through networking, industry events, and strategic planning.
- Build and maintain relationships with clients, partners, and other stakeholders.
- Collaborate with internal teams, including marketing and operations development, to align business strategies.
- Conduct market research to identify trends and customer needs.
- Develop and negotiate contracts with clients and partners.
- Achieve business targets and contribute to revenue growth.
- Monitor competitors and market conditions to adjust strategies as needed.

Requirements

- Minimum of 3 years in similar role, Marketing, Public Relations or related Field
- Proficiency in English and the use of Microsoft Office.
- Report writing skills
- Presentation skills
- Negotiation skills
- Ability to build rapport and communication skills
- Time management and planning skills
- Analytical and problem-solving skills.
- BSc/BA in Business Administration, Marketing, Economics, Social Sciences or relevant field

HOW TO APPLY

The applicant must submit his/her Curriculum Vitae (CV) and a Cover Letter explaining why he/she is the suitable candidate for the position. Applicants are also required to provide details of three (3) referees, one of whom should be the most recent employer. Please submit your application only through email to jobs@mekonsult.co.tz . Application deadline is on 15th November 2024.