

**Position:**

# Business Development Manager

## GENERAL JOB DESCRIPTION

- Prospect for new clients by all means of generating interest from potential clients.
- Plan persuasive approaches and pitches that will convince potential clients to do business with the company.
- Develop a rapport with new clients, and set targets for sales and provide support that will continually improve the relationship.
- Grow and retain existing accounts by presenting new solutions and services to clients.
- Strategic planning, responsible to develop the pipeline of new business coming into the company. Thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors are required

## DUTIES

### New Business Development

- Prospect for potential new clients and turn this into increased business.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. \* Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Present an image that mirrors that of the client.

### Client Retention

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

### Business Development Planning

- Present to and consult with management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

### Management and Research

- Submit weekly progress reports and ensure data is accurate.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Ensure all team members represent the company in the best light.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Please send CVs to: [recruitment@dallahgroup.net](mailto:recruitment@dallahgroup.net)