

Job Description

Job Title: Business Development Executive

Date: ASAP

Reporting to: Business Development Manager

Location: Hybrid

Overview

Prioclen LTD is a fast-growing Nigerian based management consulting firm with its head-quarters in Abuja Nigeria. We have a forte in providing strategic consultancy and advisory services to organizations- private, governmental and individual firms, by creating and integrating information technology solutions to enhance their service delivery and ensure sustainable growth and development in niche-based brands to these individuals/ organizations.

Purpose

We are looking for a resilient, empathic business development executive to contribute to the growth of our company. Business development executives are responsible for finding and retaining clients, encouraging extant clients to purchase added products or features, and remaining abreast of changes in consumption. You will also be required to build capacity in staff through regular training and mentorship.

To be successful as a business development executive, you should attend networking events with the intention of attracting and retaining clientele. Ultimately, an outstanding business development executive will keep a close eye on clients' feedback to ensure that our products and services always exceed expectations.

Responsibilities:

- Familiarizing yourself with all products and services offered by our company.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Attending networking activities to research and connect with prospective clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Crafting business proposals and contracts to draw in more revenue from clients.
- Negotiating with clients to secure the most attractive prices.

- Equipping staff with the technical and social skills needed to enhance sales.
- Reviewing clients' feedback and implementing necessary changes.
- Remaining in tune with trends in consumption to ensure that our offerings remain relevant.
- Familiarity in selling high-value products and closing large corporate deals
- Conducting market research with regard to clients, industry and competitors
- Create new business opportunities through existing and extended network
- Proactive outbound targeting of accounts for all Service Lines
- Develop the opportunity and define the initial client value proposition, win plans and opportunity strategy
- Lead the targeting of unsolicited bids/proposals based on replicable wins to accelerate progression of new opportunities
- Become the recognized service line competency leader and sales subject matter expert within your territory
- Develop and maintain client relationships with executives and key influencers, in the IT and line of business organizations, based on a history of performance and credibility, earning a reputation as one of the client's trusted business advisors
- Demonstrate a high level of business acumen and apply a demonstrated understanding of the client's business, organization, strategy, financial position, and business issues
- Maintain a demonstrated understanding of your marketplace, including marketplace trends, and performance indicators

Requirements:

Essential:

- A Bachelor's or Master's Degree in Business, Education, MBA, Marketing, Engineering, Graduate, Management, Business/Management, Technical, Business/Administration
- Extensive sales experience.
- Intuitive and insightful, particularly regarding human behavior.
- Ability to generate revenue by identifying pain points and suggesting suitable products or services.

Certification

- Any industry related professional certification or any of the following; CIMA, CFA, MBA, CFP, BSI, ISO, AWS, MWBE, HCM, ITIL.

Skill

- Great networking skills.
- Excellent written and verbal communication.
- Resourceful, with outstanding research skills.

Desirable

- Emboldened by challenges.
- Professional yet affable disposition.
- Neat, well-groomed appearance.

Summary Terms and Conditions

Contract: 12-month fixed term contract

Salary: Very Attractive

Annual leave: 22 days holidays per annum pro rata excluding public holidays

Pension: Minimum 10% Employer contribution with minimum 8% Employee contribution

Healthcare: Company scheme subject to terms and conditions.

Life assurance: Company life assurance scheme.

Location: Abuja Nigeria

Notes: This post will be subject to background checks. A full statement of the main terms and conditions of employment will be supplied with any formal offer of employment. This job description does not form part of your contract of employment

How to apply

To apply for this job opportunity, please send a CV and covering letter to recruitment@prioclen.com

Unfortunately, because of the volume of applications we are likely to receive we regret that we are unable to respond to every unsuccessful applicant. If we have not made contact with you within 2 weeks of the closing date you have not been selected for interview on this occasion