



Job Description

Job Title	Business development Manager	Department	Business development
Job Type	Permanent	Location	Lagos
Job Objective	Working with management team to continuously grow subscriber base, agent network and location subscribers		
REPORTING RELATIONSHIPS			
Reports to	Head of business development	Supervises	Business development staff
JOB DUTIES / RESPONSIBILITIES / ACCOUNTABILITIES			
Internally relates with	All staff, departments, board of directors, committees	Externally relates with	Agents & Affiliates, medical and security partners
Job Specifications			
<p>Education</p> <ul style="list-style-type: none"> BSc degree in business administration, marketing or a related field MSc in sales, marketing or MBA is an added advantage Completion of National Youth Service Corps (NYSC) program <p>Experience</p> <ul style="list-style-type: none"> Minimum of 7 years experience as a sales representative or sales manager, consistently meeting or exceeding targets Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization Proven ability to drive the sales process from plan to close <p>Knowledge</p> <ul style="list-style-type: none"> Working knowledge to conduct cost/benefit analysis Business case development Working knowledge of IT/Business infrastructure and MS Office Knowledge of the technology, health and security industry 		<p>Attributes</p> <ul style="list-style-type: none"> Teamwork Negotiation Quality Management Innovation Motivator Adaptability Strategic Thinking Sales planning Self-driven Motivated Reasonable understanding of modern business requirements Think logically and clearly Meet assigned deadlines. <p>Skills</p> <ul style="list-style-type: none"> Ability to read and write effectively, including technical writing skills Excellent communication, influencing, negotiation and interpersonal skills. Problem solving and analytical 	
Duties & Responsibilities			
<ul style="list-style-type: none"> Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products. Achieve growth and hit sales targets by successfully managing the sales team Design and implement a strategic sales plan that expands company's customer base and ensure it's strong presence Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met Continually develop knowledge of the business climate, applications and competition for his/her defined geography and accounts Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs 			



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- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Map potential customers and generate leads for the organization.
- Provide on-the-ground support for sales force as they generate leads and close new deals
- Provide daily report of field sales success and communicate VOC data to superiors
- Maintain data relative to partners, accounts and activities and will document customer interactions

EMAIL	careers@rescueti.com
EMPLOYMENT TYPE	Full Time (Evening and weekend work will be required as job duties demand)
SALARY	Industry standard (based on experience)
LOCATION	Lekki
HOURS	50-60 hours per week
START DATE	Immediate
PROBATION PERIOD	6 months
APPLICATION DEADLINE	
TRAVELLING	Frequent