



Business Development Manager

<p>Job Summary</p>	<p>Responsible for developing business for the Skills Academy by identifying new opportunities to increase the value of the current customers while attracting new ones. The incumbent will be responsible for building and maintaining customer relationships and Planning and overseeing new marketing initiatives.</p>
<p>Detailed Job Description</p>	<p><u>Key Responsibility</u></p> <ul style="list-style-type: none"> • Formulate and implement sales plans/strategy for the facility aimed at increasing new business and share of wallet from existing clients. • Develop and implement an annual Business Development plan for the skills Academy • Prepares an annual marketing budget and manage the budget throughout the year • Maintain a cycle of business development activities including the identification and cultivation of potential clients, market research, preparing marketing strategies and plans, marketing visits, presentations and generally maintaining for the Company a high profile presence in the market • Develops a good understanding of the range of firm service offerings outside of personal area of practice • Cultivate and manage relationships with existing and potential key clients • Recognizes potential client and recommends appropriately • Provide regular reports to management regarding training initiatives, scheduling and effectiveness of employee and organizational development initiatives • Providing input to strategic decisions that affect the functional area of responsibility. • Ensuring development and adherence of annual training calendar and budget. • Maintains quality service by establishing and enforcing organization standards. • Assist in planning on both short-term and long-term basis, for future operational growth and expansion • Managing, motivating, coaching, mentoring, monitoring, appraising and evaluating the training team with a view of developing a high performance team. • Build and develop a high performing and motivated team committed to achieving success. • Set performance objectives and measures of success for direct reports, providing regular feedback from staff appraisal processes. • Provide leadership to the team by constantly offering training and guidance on the business expectations. • Help in resource planning, setting performance objective and providing regular feedback on branch performance.



Qualifications and Experience

- Minimum 6 years' Experience in sales, marketing or related field.
- CIM certification
- Strong communication skills and IT fluency
- Ability to manage complex projects and multi-task
- Excellent organizational skills
- Good knowledge of technology driven security solutions as well as a willingness to continually upgrade that knowledge

If you fit the description, please send your CV to careers@securex.co.ke