

Business Development Manager

JOB PURPOSE

- To be responsible for proposing and closing business solutions to clients including Cyberhawk, Supercloud, TPP and based on SuperTech's portfolio of services
- To manage the Cyberhawk and Supercloud solutions

DUTIES

- Conducts market research and surveys for business opportunities
- Prepares sales strategy plan and aligns with targeted clients
- Maintains a database of existing clients and prospective clients together with their leads and key contacts
- Prepares, submits and follows up on proposals
- Prepares and issues quotes, sale orders and payment tracking if applicable for closed deals.
- Coordinates all clients' activities pertaining to any deal closed and future activities with clients.
- Checks on the performance of a client as and when required, once the client has been signed on
- Pursues other business opportunities with existing clients and performs any other duties pertaining to business leads and opportunities such as SLA's and critical business agreements.
- Manages and drives a sales team to meet defined targets and goals as well as close deals
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COMPETENCIES

EDUCATIONAL QUALIFICATIONS

- Bachelor's Degree in Marketing, Sales, Finance, Law or equivalent
- Professional qualification in Business Administration or equivalent
- MBA will be an advantage
- Minimum 5yrs proven experience plus up to 3 years in managerial position

TECHNICAL

- Good administrative skills a business
- Business oriented with the ability to develop business relationships and close service deals for Cyberhawk, Supercloud, TPP
- Technical understanding is required but it is secondary
- Ability to close business deals within the corporate sector
- Ability to make business reports for management

- Good understanding of KPI's in a business environment
- Ability to design and implement marketing strategies and multi-task
- Familiar with Tender/Bid Processes
- Ability to understand the business of the customer and be in the position to propose appropriate mix of technologies that best fit their organization
- Familiar with pricing components and respective market prices of IT related solutions.
- Good presentation skills.
- Ability to network within a customer organization to identify all key influencers and decision makers

MANAGERIAL

- Ability to plan, coordinate and follow up on business strategies involving closing business deal end-to-end
- Ability to lead and manage a team efficiently including coaching, developing and mentoring

PERSONALITY

- Dependable and trustworthy
- Confidentiality
- Good communication skills (both written and verbal)
- Good presentation skills
- Team player

CVs should be sent to:

careers@stlghana.com