

Business Development Manager Wanted in Ghana

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Company: Skills Provision

Location: Ghana

Category: other-general

Skills Provision is searching for a Business Development Manager for a company in Accra, Ghana.

Salary and Benefits

Attractive Salary, to be negotiated

Excellent benefits package

The Role

Develop and grow business from our client in the channel sector

Create, implement, and manage the business plan

Create a sales strategy and business plan to maximise product, service revenues and market share

Create and build business partnerships

Develop and support business partner solutions to strengthen the competitive position

Working closely with partner sales to support and close major opportunities

Improve customer's business performance

Guarantee successful implementation of the strategy to meet revenue and market share goals

Evaluate and manage the response to bids and proposals to ensure profitable business

Execute sales strategy to generate forecasted revenue and to develop and exploit new market opportunities

Requirements

Minimum of 5 years experience

Extensive knowledge of the corporate sector industry essential

Proven and successful track record in sales and business development

Experience in managing partners

Flexibility in working hours

Occasional travel locally & internationally

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