

Business Development Manager Job Description

Tasks and objectives:

- Developing growth strategies and sale plans
- Managing and retaining relationships with existing clients
- Increasing client base
- Having an in-depth knowledge of IT/Software development services and value proposition
- Writing business proposals
- Negotiating with stakeholders
- Identifying and mapping business strengths and customer needs
- Researching business opportunities and viable income streams
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on successes and areas needing improvements

Qualifications and requirements:

- Excellent Marketing and selling skills
- Excellent technical knowledge
- Business Development experience
- Experience with design and implementation of business development strategy
- High-level communication and Presentation skills
- Stakeholder management skills
- Proven ability to negotiate
- Conflict resolution
- The ability to self-motivate and motivate a team
- Experience working to and exceeding targets