

JOB OPPORTUNITY NO # B00152109**Title:** Business Development Lead- Full time**KALEN LIMITED**Mikocheni A, Dar es Salaam, Tanzania**Deadline:** September 25, 2021. 12:00 PM Time**Description**

Kalen Limited is digital agency and managed services provider delivering strategy and services to customers across Tanzania. Our in-house experts brainstorm, analyze, strategize, build and deploy high-performing, secure and scalable digital solutions across many industries. We are now looking for a business development lead to execute growth strategies.

Key Responsibilities

- Develop and execute business growth strategies to drive revenue and profitability
- Identify and convert viable business development opportunities into projects
- Research and evaluate potential business opportunities and partners
- Participate in, organize networking events to foster relationships with customers.
- Work with partners and associates to develop business proposals and follow ups

Preferred Qualifications

1. Bachelor's degree in Business Management or Administration, Finance, Accounting, Marketing, or related field.
2. 2-3 years of experience in Strategy, Sales, Marketing, Supply Chain, Software Product Sales
3. A good project Management, Communication, developed negotiation & decision-making skills
4. Ability to develop, maintain partnerships with internal and external stakeholders
5. Exceptional negotiation and decision-making skills.
6. Strong business acumen.
7. Detail-oriented.

How to Apply

Send your CV and cover letter to carrier@kalen.co.tz