Job Title: Business Development Manager

Department: Sales & Marketing

Position Summary:

The Business Development Manager is responsible for identifying, qualifying, and closing new business opportunities for the company. This includes developing and executing sales plans, building relationships with potential clients, and negotiating contracts. The ideal candidate will have a proven track record of success in sales, as well as strong communication and negotiation skills.

Essential Duties and Responsibilities:

- Developing and implementing sales strategies to meet or exceed revenue goals.
- Building and managing a high-performing sales team
- Conducting sales training and coaching to improve the skills of the sales team.
- Identifying new sales opportunities and developing relationships with key customers
- Analyzing sales data and market trends to make informed decisions.
- Negotiating contracts and closing deals with customers
- Collaborating with other departments to ensure that customer needs are met and to resolve any issues that arise.
- Monitoring and tracking sales performance and making adjustments as necessary to ensure that targets are met
- Good Leadership and networking skills
- Excellent interpersonal, communication, and negotiation skills

Skills and Qualifications:

- Bachelor's degree in business, marketing, or a related field (Master's degree preferred).
- 3- 8 years of relevant experience in sales and business development.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Results-driven with a focus on achieving targets.
- Willingness to travel as required.
- Knowledge of IT Solutions & Services.
- Excellent active listening, negotiation, and presentation skills.

- Knowledge of IT hardware solutions e.g., Networking, Server, Storage, Firewall, etc.
- Proficiency in spoken and written English is desirable. Excellent communication and interpersonal skills.
- Problem-solving and decision-making aptitude.
- Strong ethics and reliability.