

Company Overview:

We are a leading financial institution committed to fostering economic growth and empowering our members through innovative financial solutions. Our mission is to provide exceptional service while promoting financial inclusion and sustainability within our community.

Position: Business Development Specialist

Location: Nairobi

Job Type: Full-time

Job Description:

As a Business Development Specialist, you will play a key role in driving business growth and enhancing customer satisfaction. You will be responsible for researching potential business opportunities, developing strategies to capitalize on them, and building long-term relationships with clients. Additionally, you will lead efforts to develop entry-level staff into valuable sales professionals and provide ongoing support to ensure customer satisfaction.

Key Responsibilities:

- Develop a growth strategy focused on financial gain and customer satisfaction.
- Research new markets and customer needs to identify potential business opportunities.
- Arrange and conduct business meetings with prospective clients.
- Promote the company's products/services, addressing client objectives and needs.
- Prepare and negotiate sales contracts, ensuring adherence to legal guidelines.
- Maintain records of sales, revenue, and invoices.
- Provide trustworthy feedback and after-sales support to clients.
- Build and nurture long-term relationships with new and existing customers.
- Mentor and develop entry-level staff to enhance their sales skills and performance.

Qualifications and Experience:

- Minimum of 5 years' experience in business development within the financial services industry.
- Familiarity with the Co-operative Act, SACCO Act, and SASRA requirements.
- Proven track record of success in business development or sales roles.
- Experience in customer support is advantageous.
- Proficiency in MS Office and CRM software.
- Excellent communication, negotiation, and interpersonal skills.
- Bachelor's degree in Business Administration, Sales, or a related field.

Competencies:

- Leadership
- Planning and organizing
- Quality orientation
- Cross-functional awareness
- Specialist knowledge and skills
- Problem-solving and analysis
- Oral communication skills
- Commercial awareness
- Strategic insight
- Interpersonal sensitivity
- Action orientation
- Flexibility
- Resilience
- Results-focused

Knowledge and Expertise:

The ideal candidate will have a thorough understanding of the co-operative movement, legal and financial processes related to the business, and the ability to identify opportunities for growth. Strong communication and interpersonal skills are essential for building and maintaining relationships with clients and partners.

If you are a motivated and results-oriented individual with a passion for business development and customer satisfaction, we invite you to apply for this exciting opportunity.

How to Apply:

Please submit your resume and cover letter outlining your relevant experience and qualifications to Info@blueaglesacco.co.ke .

Application Deadline: 30/4/2024

We thank all applicants for their interest in joining our team. Only candidates selected for an interview will be contacted.