

Business development manager (Human resource)

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Company: People2profit-NG

Location: Lagos

Category: other-general

People2profit is a recruitment, training and business consulting organization. We provide our clients across different industries with superior human capital, high- quality trainings and cutting-edge consulting services to help them drive organizational growth, multiply staff productivity, gain appropriate market positioning and maximize profit. With us you are sure of not just hiring quality staffs but also exceeding profit projection.

We are actively looking for an ambitious and energetic Business Development Manager to join our team. You will be vested with responsibility of formulating and implementing client sourcing, engagement and acquisition strategy to expand our clientele.

The goal is to generate lead and drive sustainable financial growth through boosting sales and forging strong relationships with clients and report directly to the Managing Director.

Job responsibilities

- Develop means to optimized growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare proposal for all service areas and constantly review service level agreement (SLA) to meet approved agreement

- Keep records of sales, revenue, invoices etc.
- Build long-term relationships with new and existing customers and constantly follow up on existing and new client to discover new service areas
- Manage a team of officers and ensure their delivery aligns with the vision of the brand
- Keep abreast of trends in the Human resource & consulting space

Requirements and skills

- HND/BSc/BA in business administration, sales
- / Marketing or relevant field
- Proven working experience, (atleast 5 – 10 years) as a business development manager, sales manager in a Human resource or business consulting firm is an added advantage.
- Must have track record of meeting sales quota
- Must be target driven and pay attention to details
- Proficiency in MS Office e, g MS word, Excel & PowerPoint
- Must be proficient in other lead generation software e.g. Apollo
- A good communicator and correspondence skill
- Must be persuasive, assertive & possess a good negotiation skill
- Ability to build rapport
- Time management and planning skills
- Must be highly strategic in planning and execution (project management)
- Please note – Don't apply if you can't align with the following condition.
- This job is remote and prospective candidate must have a laptop and be willing to work 9pm - 5pm, from Mondays through Fridays.
- Be available for virtual meetings atleast 3 times in a week

Salary – Negotiable based on experience

Pls note your application will be automatically disqualified if the subject of the mail is not written Boldy as Business development manager (HR)

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