

Group Business Development Manager - Abuja

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Requirements

Bachelor's Degree or its equivalent.

Minimum of 3-6 years experience in similar role in the financial services industry

Leadership

Ability to influence others to do what is to be done.

Must be fair, goal oriented, responsible and skilled

Must be a good director of affairs both human and material

Must be able to evaluate others

Proactive decision-maker.

Ability to look beyond the obvious/routine.

Ability to seek a richer set of alternatives

Ability to proactively measure performance

Sound ethics and integrity.

Must be discernibly honest and of consistent upright character

Must be ethical i.e. must follow the ideals and responsibilities of the banking industry as set out in the code of ethics guiding operations and operators in the industry.

Work Tools Required:

Laptop

Responsibilities

The preferred applicant duties and responsibilities will include:

Co-ordinate all business development initiatives for the group.

Accountable for business development across the group, weekly

Prepare and deliver presentations/seminars to clients and prospects for business development purposes.

Create sales and marketing strategies to generate new clients

Prospect and win new accounts for the Group.

Seek opportunities for subsidiaries in each subsidiary's business

Attend Business Development meetings of all subsidiaries

Give advisory support to all business units in the group.

Coordinates the networking of the Group and business units with prospects operators and regulators.

Prepare weekly report on business development and marketing activities

Consult with clients on the Group's strategic products and services that are suitable for their needs

Track revenue generation in order to facilitate the achievement of the Group's budget

Monitor decisions on business development and measure their impact

Build a strong and long term relationship with clients

Establish a network of referrals

Examine business patterns, evaluate the fiscal statements, and assess potential competitors for clients' businesses.

Prepare business plans and suggest suitable business solutions to clients.

Perform all other functions connected to business activities as may be directed by the management.

Any other assignment as may be assigned by your supervisor

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