

**BUSINESS DEVELOPMENT EXECUTIVE VACANCY**

<b>Reports to</b>	<b>Chief Client Engagement and Experience Officer</b>
<b>Department</b>	<b>Client Engagement</b>
<b>JOB PURPOSE</b>	
The Business Development scouts for potential clients, qualifies and converts them to clients. They contribute to increasing the transaction volumes which is the main revenue stream for the organization.	
<b>DUTIES &amp; RESPONSIBILITIES OF THE JOBS</b>	
<ol style="list-style-type: none"> <li>1. Use a consultative sales approach to develop/building relationships with contacts provided by the Commercial Lead.</li> <li>2. Present Demos / Pitch Decks to prospective Business Leads on a daily/weekly/monthly basis</li> <li>3. Present Business Contract to the key stakeholders to close the Business as a PesaLink customer.</li> <li>4. Maintaining client activities in CRM</li> <li>5. Close business to meet forecast commitments and sales quotas.</li> <li>6. Maintain appropriate sales development activity to ensure healthy pipeline management.</li> <li>7. Ensure and maintain sales forecasting data within the sales reporting system to allow for opportunity management and reporting.</li> <li>8. Develop and maintain relationships with industry/professional individuals and organizations.</li> <li>9. Participate in user group meetings and trade shows as required.</li> <li>10. Stay abreast of current industry trends, competitors, and current/new company products and services.</li> <li>11. Other duties in line with the job scope.</li> </ol>	
<b>KEY PERFORMANCE MEASURES</b>	
<ul style="list-style-type: none"> <li>• Onboarding of new clients.</li> <li>• Number of transaction volumes.</li> <li>• Payment of Project Management Fee.</li> </ul>	
<b>QUALIFICATIONS AND BASIC REQUIREMENTS</b>	
<ul style="list-style-type: none"> <li>• Bachelor's Degree, Business Related.</li> <li>• Working knowledge of digital banking and payment service providers.</li> <li>• Master's Degree, Business Administration - Added Advantage.</li> <li>• Minimum of five years relevant work experience.</li> <li>• Ability to acquire in-depth knowledge of a client's business, identifying challenges and opportunities as well as how to position solutions to address those needs.</li> <li>• Demonstrates deep product and industry knowledge including market trends and competitive intelligence.</li> <li>• Proven record of building and managing a sales pipeline and achieving/exceeding quota.</li> <li>• Ability to present compellingly and negotiate complex deals.</li> <li>• Technology savvy with the ability to quickly comprehend emerging technologies.</li> <li>• Proven ability to articulate value proposition and ROI.</li> <li>• Proven ability to manage sales with multiple decision makers.</li> <li>• Proven ability to manage internal resources to complete the sale.</li> <li>• Proven record of matching customers' needs with solutions.</li> </ul>	
<b>Application process</b>	
If you believe that you are the right candidate, please email your application and CV to <a href="mailto:hr@ipsl.co.ke">hr@ipsl.co.ke</a> on or before <b>17<sup>th</sup> August 2023</b>	