

Job Title: Business Development Manager

Company: Strategic Engagement

Location: Uganda

Reports To: Managing Partner

Employment Type : Full-time

Job Purpose

Strategic Engagement Limited is seeking a dynamic, results-driven Business Development Manager to drive the company's growth. The ideal candidate will be responsible for identifying new business opportunities, building strategic partnerships and expanding our client base. This role is critical to achieving revenue targets and supporting the company's expansion objectives.

Key Responsibilities

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- Develop and execute a comprehensive business development strategy to achieve revenue and growth targets.
- Identify, qualify and secure new clients through proactive prospecting, networking and relationship building.
- Manage the full sales cycle: lead generation, proposal development, negotiations and closing deals.
- Build and maintain strong relationships with existing clients to ensure repeat business and referrals.
- Conduct market research and competitor analysis to identify new opportunities and trends in different sectors.
- Collaborate with the internal team to ensure seamless service delivery and client satisfaction.
- Track and report on sales performance, pipeline and key metrics on a regular basis.
- Represent the company at industry events, networking functions and business forums.
- Work closely with the Managing Partner and leadership team on strategic initiatives.

Qualification & Experience

- Bachelor's degree in Business Administration, Sales, Marketing or any related field.
- Minimum of 2 years of proven experience in Sales and Business Development.
- Experience working in an HR, Recruitment, or Human Capital firm will be a strong added advantage.
- Demonstrated track record of meeting or exceeding sales targets.
- Strong understanding of the Ugandan and East African business environment.

Key Skills & Competencies

- Excellent communication, negotiation and presentation skills.
- Strong interpersonal and relationship-building abilities.
- Self-motivated with a hunter mentality and ability to work independently.
- Proficiency in Microsoft Office (especially Excel, PowerPoint) and CRM tools.
- Ability to think strategically and close complex deals.
- High level of professionalism, integrity and emotional intelligence.

What We Offer

- Competitive salary and performance-based commission.
- Opportunity to work directly with the Founder and grow with a dynamic company.
- Professional development opportunities.
- Supportive and collaborative team environment.
- Health benefits and other staff welfare packages.