



We are an Abuja based company with subsidiary companies involved in numerous sectors including Agriculture, Construction, Oil & Gas and Real Estate. HR Consulting. As part of our expansion programs, we are interested in engaging highly motivated individual/ individuals to join our team in our various business ventures.

Job Title: Business Development Expert

Job Type: Full Time

Location: Abuja, Nigeria

Job Summary

We are looking for an experienced Business Development Manager to lead the creation of new business opportunities in the market and equally promote and deepen existing products and services.

The successful candidate will head and develop a vibrant Business Development Team, which will be a vital component of the Company's operations. He or she is responsible for driving new business developments and sustaining existing products and services.

Roles and Responsibilities:

- Deepening and development of existing business
- Understand and anticipate clients and market needs and prepare appropriate strategies to win leads
- Develop Business Plans and coordinate the Company's expansion and growth Plan
- Developing business models and financial budgets
- Develop and implement a marketing plan for the Company's existing products and services
- Develop proposals, concept documents and teasers for new business opportunities
- Prepare and maintain accurate sales forecasts and reporting to meet the monthly, quarterly and annual target
- Communicate the result of periodic performance review promptly and develop an action plan to ensure recommended changes are implemented.
- Anchor the monthly, quarterly and half-yearly financial performance review
- Prepare sales materials, presentations and demonstrations for key prospects and clients
- Tracking all activities related to new business opportunities

Job Requirements:

- A recognized Bachelor's degree in Business, Marketing, Economics or Social Sciences is required
- An MBA will be an added advantage
- Master's degree or relevant specializing in marketing and business development is a plus.
- Minimum of 10-15years' experience managing products, developing programs, leading business development, managing key accounts, planning strategy, and general management.
- Membership of a relevant professional body is an added advantage
- Proficient in using Microsoft Office tools (Word, Excel, Outlook, PowerPoint, Project Office)
- Ability to manage a variety of programs and projects
- The ability to work with various levels of stakeholders within and outside the organization
- Detail-oriented and analytical with excellent communication and problem-solving skills.

Mode of Application

1.Applications should be addressed to the" HR Department" and must include a cover letter, cv and copies of all academic certificates in one document.

2.Subject of mail/application should be REF:0121 and the job position applied for

3.Applications should be sent via email to hr@geonelholdings.com

4.Deadline for the receipt of applications is no later than 10th February 2021 Applications received after this date and time will not be considered.

Unsuitable applications will not be acknowledged.