

TEFON HUMAN RESOURCES Sarl

Vacancy announcement

Business Developer

Tefon HR Sarl “a family friendly company with a heart”, is looking for a “Business Developer” to accompany its business activities in Douala and beyond

Work location	Tefon Head office Douala
Work Schedule	5 days a week
Department	Business Development
Reports to	Management
Year	2021
Headcount	1

Business Developer

Tefon Human Resources is looking for a Business Development Manager to improve our brand recognition and help boost our financial growth. This is an exciting opportunity to create action plans and sales strategies that will help us reach our growth initiatives – including customer acquisition and client optimization.

Business Developer responsibilities

- Perform market research to identify new business opportunities and establish strategies for pursuing those opportunities.
- Create and improve proposals for existing and new clients
- Create strategic alliances among similar businesses within the sector/territory
- Research business or economic trends and recommend viable new growth strategies
- Promote the visibility of the company through attending seminars, events and other industry meetings as necessary
- Develop and maintain long-term relationships with clients
- Develop business sales and marketing strategy to create campaigns and sales pipeline.
- Negotiate pricing with customers
- Carry out sales forecasts(budget) and analysis and present findings to senior management/the board of directors
- Train members of the team and where appropriate, arrange for external training.
- Represent TEFON externally, thus promoting the company’s values and keeping information confidential.

Business Developer skills and qualifications

- 4-5 years in a Marketing, Business development or sales role.
- A Master's degree in any business administration field.
- Excellent writing, negotiation and communication skills
- Solid Interpersonal skills and ability to build rapport with clients
- Proven leadership skills and ability to manage a team
- Intimate knowledge of the Cameroon labor code and other labor conventions
- Strong knowledge of major social media platforms
- Competence in Digital Marketing

All interested candidates should submit a CV and cover letter to:

tefonhr@tefonservices.com / www.tefonservices.com latest 10th of December 2021.

This vacancy is open to all interested candidates both internal and external



*Chick Timoh Edmond
Human Resources Manager
23rd / November / 2021*