



African Management Initiative

The African Management Initiative (AMI) empowers African managers, entrepreneurs and young professionals through practical and affordable learning and development tools.

Our vision is for 1 million African managers performing effectively and responsibly.

Role:

Senior Business Development Manager

Reports To:

General Manager, East Africa

About AMI and the job:

AMI is a pan-African entrepreneurial social business that empowers African managers, entrepreneurs and young professionals through practical and accessible learning and development tools. We have developed Africa's first online social learning platform (web and mobile), and combine cutting-edge technology, world-class content, in-person workshops and innovative coaching and feedback tools. We have reached over 20,000 individuals and are already working with dozens of organisations in East and Southern Africa including businesses, investment funds, business associations and NGOs.

AMI is expanding rapidly and is looking for an ambitious Senior Business Development Manager to join our team in Nairobi as we expand our portfolio of business and organisational clients in East Africa. S/he will report to the General Manager, East Africa as senior member in a team of BD Managers and Associates.

The successful candidate will be a key player in a dynamic, international team focused obsessively on results. We work hard, innovate constantly and have fun. **This is a great opportunity for a business development star with a passion for learning and business growth to play a part in Africa's transformation.**

About AMI and the job:

The Senior Business Development Manager will be a driven and ambitious business development professional who consistently beats targets and loves solving problems and delivering value for potential clients. S/he must be a driven self-starter; a tech-savvy professional with great people and project skills, and the ability to analyse an organisation, understand its learning and development needs and work with our world-class learning design team to scope and sell a solution.

The successful candidate will focus on building and managing AMI's portfolio of mid-large clients. This will include both partner organisations (intermediaries such as business associations) and corporations.

Responsibilities

Sales |

- Strengthen AMI's pipeline of partner organisations and businesses (B2B) in Kenya
- Achieve and surpass monthly and quarterly sales targets
- Understand business needs and work with the learning team to craft solutions
- Identify and generate leads through networking, events, and business associations
- Identify new market segments and opportunities; Work with the learning and product teams to develop new products to meet the needs of these segments
- Manage the full sales cycle including prospecting, contacting, nurturing and closing deals
- Work closely with the rest of the Business Development team to develop and improve on best practices & processes

Client management |

- Work collaboratively with the learning team to devise strategies that meet the client's needs and budget
- Work with programme management teams to manage client relationships throughout the sales cycle and beyond
- Manage client contract renewals and pricing

- Support partner organisations in marketing AMI services to constituents

Job Role	Senior Business Development Manager	Start Date:	November 2017
Employment Status:	Full-time	Location:	Nairobi, Kenya
Remuneration:	Competitive retainer, attractive bonus and commission	Manage Others:	Not immediately

Skills:

- Proven success in consultative sales and B2B business development
- A drive and tenacity to develop completely new sales
- Ability to identify and help solve problems for potential clients
- Ability to generate new leads and relationships and systematically convert those leads into deals
- Ability to negotiate pricing and contracts with mid and large corporate clients
- A commitment to AMI's values of excellence, innovation and accountability
- Clear and effective communicator – both written and verbal
- Strong people skills
- Thrives in a fast-paced, entrepreneurial environment
- Absolutely rock-solid integrity

Education and Experience

- Undergraduate degree from an accredited university or equivalent experience
- 5+ years business development experience, specifically selling consulting or business services (B2B)
- Documented success managing a full sales cycle
- Direct experience working on client accounts
- Experience writing business documents such as proposals and training presentations
- Experience working in entrepreneurial or high-growth environment (essential)
- Experience using Sales force or other CRM systems desired

Please send a CV and cover letter to jobs@africanmanagers.org. We will be assessing applications on a rolling basis, so please submit your application as soon as possible, explaining why you would be suitable for this role and providing current salary details. Please also send any questions about the role to this address.