



Job Advertisement

Position:	Business Development Officers (2)
Location:	Juba
Period:	12 Months with a possibility of extension
Department:	Sales and Marketing
Advertisement Date:	30 th September, 2022

About Us.

As a Company, Consult (SS) Limited is committed to building a team that is inclusive across race, gender, age, religion, identity, and lived experience. We are committed to building a sustainable Company that is professionally managed, profitable, self-sustaining and socially responsible, enterprises providing leading globally recognized services at a simplified one source point, in an ethical manner. Consult (SS) Limited is seeking for a service of dedicated and competent a Business Development Officer(s) who is passionate and organized to support our Sales and Marketing Department.

Job Overview: The Business Development Officer will report to the Head of Operations. And assists in accurately controlling and managing the project budget. The Business Development Officer, will be responsible for overseeing the process of business development within the company to promote its longevity. He/she will be working closely with other company staff, meeting with potential business partners and maintaining existing client relationships and monitoring market trends to come up with new business ventures.

Roles/ Responsibilities

- Attracting new clients by innovating and overseeing the sales process for the business
- Working with senior team members to identify and manage company risks that might prevent growth
- Identifying and researching opportunities that come up in new and existing markets
- Preparing and delivering pitches and presentations to potential new clients



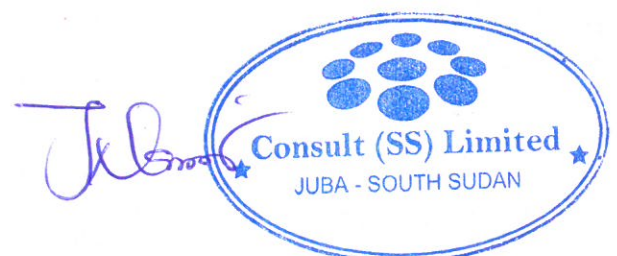
- Combining efforts and fostering a collaborative environment within the business as a whole
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential clients
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities
- Developing and presenting proposals customized for each client's specific business needs
- Ensuring excellent customer service through regular client follow up
- Developing rapport with key decision makers
- Translating proposals into ready-to-sign contracts
- Owning the sales lifecycle from prospecting to implementation
- Managing virtual and in-person sales meetings
- Assist the finance team in providing clear and transparent guidance to programs on their respective projects and contracts
- Other duties as assigned

Requirements/Qualification

- At least a Bachelor's Degree or Diploma in Business Administration/Management or any related field
- Knowledge of basic bookkeeping principles
- Proficiency with Microsoft Excel, and Word
- Maximum of 2 Year working experience
- Ability to multi-task and ability to prioritize, plan and coordinate responsibilities
- Demonstrate good communication and interpersonal skills

Required Personal Skills

- Strong business knowledge and experience interpreting financial data
- Ability to effectively research new markets
- Creativity and problem-solving skills
- Excellent written and verbal communication skills
- Analytical and detail-oriented
- Strong negotiation skills



- Decision-making and leadership skills
- Advanced time management and organizational skills

In accordance with the Company's policies, all employment decisions at Consult (SS) Limited are based on business needs, job requirements and individual qualifications, without regard to age, disability, gender reassignment, marital status, pregnancy or maternity, race or religion, sex or sexual orientation.

Interested candidates should submit their letter of interest, academic papers with their CVs to hr.consultsouthsudan@gmail.com copying consult.southsudan@gmail.com or hard copies can be hand delivered to our liaison office at Nzou Group of Companies located at Hai Malakal, Plot No. 139 Block AXIII Opposite Jass Middle Class from 08:00 – 16:00 Hours from Monday to Friday. ***Only shortlisted candidates shall be conducted for interview***

The deadline for application submission is Friday 14th October, 2022 at 16:00hours CAT

Head of Operations.....

