



*Taking the University to the People*

# JKUAT Enterprises Ltd

JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY  
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## **JOB VACANCY – BUSINESS DEVELOPMENT MANAGER**

Applications are invited for the post of General Manager. The successful candidate will be responsible for the following:

### **Job Description**

The Business Development Manager will develop and generate new business opportunities. He or she will manage, support, and supervise business development in the company, including project bids and the acquisition of new projects and programs.

### **Key responsibilities**

- Identification of new growth opportunities through market research and engagement with internal teams
- Support and management of strategic business partnerships
- Feedback and market intelligence to R&D for dynamic response to shifts in market.
- Setting sales targets and implementation of strategies to ensure targets are achieved on time
- Management of the proposal development process and maintenance of time-lines for proposal teams
- Development of proposals and management of proposal teams
- Maintenance of business development databases
- Support marketing activities

### **Qualifications:**

- Bachelors' degree in Business, Commerce or IT
- Masters degree in relevant field

### **Experience & Skills**

- Over 4 years middle management experience in business management/development
- Evidence of having managed business units with turnover of over Ksh 50 million per annum
- Strong project, process and relationship building skills
- Ability to influence all levels of stakeholders, cross functionally and externally
- Ability to travel and work long hours

- Proficiency in computer applications and analytical/research skills
- Excellent communication and training skills
- Proven ability to initiate marketing strategies and coordinate actions to influence the market
- Proven ability to clarify goals and reach agreement maintaining the interests of all parties
- Proven ability to proactively develop and improve products and services
- Proven ability to negotiate on strategic and sensitive issues
- Proven ability to understand and satisfy clients' needs
- Proven ability to build and maintain excellent relationships with colleagues and client

Interested applicants are requested to submit their CVs including contact details for three referees and a cover letter explaining why they are best suited for this particular position by close of business on Friday 15<sup>th</sup> March 2013.