

We are HIRING



Dar es Salaam
Merchant
Group

BUSINESS DEVELOPMENT MANAGER (B2G)

Specific Duties

- Developing new customers for Consulting and Project Management division
- Maintaining Customer Relationship Management with existing customers
- Conduct market research to identify opportunities within the government sector.
- Attend industry events, trade shows, and government forums to network and promote the company.
- Lead the proposal development process, ensuring alignment with government requirements.
- Serve as the main point of contact for government clients, ensuring high levels of satisfaction.
- Provide regular updates and reports to government clients as required.
- Analyze trends, policies, and competitor activities to develop effective strategies.
- All other duties as assigned by the supervisor

Qualification

- Bachelor's degree in Business Administration or any related field (Master's degree preferred)
- Proven experience (5+ years) in business development or sales, with a focus on government or B2G.
- Strong understanding of government procurement processes and compliance requirements

Mode of Application:

Send Cover Letter and CV to recruitment@dmg.co.tz
Deadline ni 30th November 2024 by 1pm
Early Applications are highly encouraged



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www.dmg.co.tz



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