

BUSINESS DEVELOPMENT OFFICER

Key Responsibilities:

- Research and develop new business opportunities by prospecting potential clients and generating new leads;
- Manage sales pipeline from lead generation, preparing decks, proposals, and service agreements up to the handover of the new merchant to the account management team;
- Recruit new Merchants and Agents and assist in closing deals and growing transaction volumes in various locations in Namibia;
- Provide support to new and existing agents to achieve agreed-upon transaction and revenue targets;
- Formulate, in conjunction with Marketing Team, promotions, incentives, and long-term agreements with retail agents to preserve and grow volumes while meeting revenue and profitability goals;
- Maintain accurate activity and lead qualification information in the company's CRM system;
- Submit weekly and monthly performance reports to Business Development Manager and others in management, as required.

Qualifications and Skills Required

- A Tertiary Qualification in Marketing or Sales
- At 1 years' experience in business-to-business (B2B) sales, lead generation, or business development roles;
- Exceptional written and verbal communication skills
- Computer literate
- Driver's License