

JOB SUMMARY

Compulynx Ltd is looking for a committed individual to Spearhead our Retail business in **Kenya** as **Business Development Manager**.

JOB DESCRIPTION

Compulynx Ltd is a one stop IT solution provider offering Technology for a better tomorrow. company offering innovative IT solutions across industries, Retail, Banking, Government, NGOs, Education, Healthcare.

At Compulynx Ltd, we place a great value in attracting and retaining the best talent at all levels with great opportunities and personal growth. We are currently looking for passionate and committed personality with a zeal of growth to fill in the position of **Business Development Manager- Kenya Office**

JOB POSITION: Business Development Manager

LOCATION: Kenya

EMPLOYMENT TYPE: Full Time

JOB LEVEL: Middle level

HIGHEST QUALIFICATION: Bachelor

Key Roles and Responsibilities

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JOB DESCRIPTION

Compulynx Ltd is a one stop IT solution provider company offering innovative IT solutions across industries, Retail, Banking, Government, NGOs, Education, Healthcare.

Being a pioneer and a leading player in East Africa's technology solutions space for over 20 years now, our solutions have enabled our customers to achieve business growth, improved efficiency, increased profitability and reduced frauds.

At Compulynx Ltd, we place a great value in attracting and retaining the best talent at all levels with great opportunities and personal growth. We are currently looking for passionate and committed people with a zeal of growth to fill in the position of **Business Development Manager- Kenya Office**

JOB POSITION: Business Development Manager

LOCATION: Nairobi Kenya

EMPLOYMENT TYPE: Full Time

JOB LEVEL: Middle level

HIGHEST QUALIFICATION: Bachelor

Key Roles and Responsibilities

- Articulating the Compulynx value proposition and building Compulynx' reputation
- Identifying and prioritizing target accounts after considering the market, political environment, business model, and other key factors.
- Achieving target sales goals including overall revenue, number of accounts, and total end users; as well as maintaining a robust pipeline.
- Sharing customer insights to better address user requirements.
- Becoming the single point of contact for your customers and making yourself accessible in order to assure a great experience.
- Analysing the market to effectively identify potential clients
- Building timely, strong relationships with internal and external stakeholders
- Work closely with Marketing and develop an in depth knowledge of the customers and consumers
- Develop and maintain with marketing, a deep understanding of current technologies and technology trends as they relate to the vertical, and leverage knowledge into the accelerated development of new platforms and opportunities
- Monitor external factors (mergers/acquisitions, market conditions, corporate organizations) and liaise with Marketing to measure impact on long-range business plans
- Communicate and present to leaders at all levels, up to and including Senior Managements, both internally at CompuLynx well as with external customers
- Develop and manage relationships with key market influencers, providing both business and technical input to position CompuLynx favourably in the global market.

CANDIDATE REQUIREMENTS

- Bachelor's Degree in Business or IT related courses.
- At least 4+ years' experience with a bias in Retail IT Sales
- Knowledge and experience in Retail Solution Software Solution sales is preferred.
- Excellent communication & presentation skills.
- Committed, good work ethic & organized.
- Able to work under pressure.
- Good interpersonal, and analytical skills