



15 Windsor Avenue, Kingston 5, Jamaica

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Return On Investment Consulting (ROIC) Limited is seeking to identify a sales leader that is result-oriented, entrepreneurial and driven to achieve high levels of success in a business start-up environment:

BUSINESS DEVELOPMENT MANAGER (BDM)

Job Summary

Reporting to the CEO, the Business Development Manager (BDM) will be responsible for leading sales strategy and closing deals for ROIC in Jamaica and the Caribbean. The incumbent will also be responsible for analyzing market conditions and creating strategies to engage existing and potential clients to meet revenue targets.

Key Responsibilities Include:

- Provides demo/presentations on strategy execution/performance management software to C-level executives;
- Analyzes and interprets market conditions to maintain unit performance;
- Identify new business opportunities that add value to the portfolio in the short to medium term;
- Develops a strong corporate network in alignment with the ROIC brand and international partners;
- Develops and refine sales strategies;
- Writes, proofs, and edits proposals to clients;
- Consult clients on their current problems and business needs;
- Sells strategic planning consulting and training services to medium and large size companies in Jamaica and the Caribbean;
- Analyze and profile clients' segments to identify clients' needs that are in alignment with our products and services;
- Develops blueprints for effective and efficient leads within the targeted segments/organizations;
- Interprets customer needs and aligns ROIC products/services to meet those needs;
- Develops customized and persuasive presentations to help clients make faster buying decisions;
- Develops strategies to ensure the achievement of high business deals closure rate;
- Finds gain results in a competitive market environment;
- Manages client relationships and builds a healthy network;
- Collaborates with other departments to drive sales efforts;
- Prepare client proposals and monitor sites for bidding opportunities.

Core Competences

- Excellent written and oral communication skills
- Excellent interpersonal skills and professionalism
- Excellent planning and organizing skills
- Excellent skills in teamwork and cooperation
- Sound leadership, decision-making, and problem-solving skills
- Sound analytical and problem-solving skills, and judgment
- High level of customer service focus

Technical Competencies

- Sound knowledge of financial analyses and planning
- Sound knowledge of proposal/business evaluation
- Sound knowledge of Business Strategy planning and development
- Sound knowledge of project management
- Proficiency in the use of Microsoft Word, Microsoft Excel, and relevant financial analysis software

Qualification and Experience

- A First Degree in Business Administration, Marketing, or a related field
- Five (5) years related experience
- Experience in strategy design, development, implementation, and evaluation
- Proven track record in result delivery

Special Conditions Associated with the Job

- May be required to work beyond 40 hours per week to deliver extraordinary results.

Application accompanied by a resume must be submitted no later than **Friday, March 18, 2022** to:

Human Resource Associate

Return On Investment Consulting Ltd.

15 Windsor Avenue, Kingston 5

Or by email to: jobs@roicltd.com

NB The name of the position MUST be included in the subject.

Only shortlisted applicants will be contacted.