

## **BUSINESS DEVELOPMENT DIRECTOR**

### **About the Company**

Tracom is a payment solutions company with a focus on Alternative Banking Channels (ABC). Our hardware solutions and associated back-end software have been pivotal for many institutions, banks and Microfinance Institutions across 15 countries in Africa. Tracom's innovations and surprising use of new and existing technology has proved to be a great asset to its customers in the current challenging business environment.

### **About the role**

The Business Development Director will be in charge of meeting the Company's revenue targets. The person will develop and implement the sales plan for achievement of set sales target and future business development. The role will also be responsible for revenue growth by identifying new business opportunities for the company.

### **Duties and Responsibilities**

1. Formulate strategic plan for achievement of Company's set revenue goals
2. Develop sales objectives and ensure they are communicated with relevant teams in the company
3. Build long-term relationships with customers to understand their current and future business needs
4. Represent the company at events such as conferences, expos, exhibitions and other network events
5. Provide quarterly and annual reports to the Board of Directors on the achievement of the set departmental objectives
6. Regularly review the sales plan and advise on changes where necessary
7. Provide guidance on industry specific trends that would affect current and future business of the company
8. Develop plans for management of customer relations for existing and new customers
9. Develop annual budgets for supporting sales and business development activities
10. Manage the Business team and ensure their performance objectives are clearly communicated
11. Approve and authorize business expenses for the Business team
12. Any other duty as assigned by the Board of Directors from time to time

## Requirements

1. Master's Degree in Leadership, Business Administration, Strategic Management or its equivalent
2. Demonstrated excellence in business development in various African markets
3. At least 7 years' experience in Sales leadership preferably dealing with Fintech solutions
4. Enthusiastic with creative ability to build and inspire a strong team
5. Excellence in driving teams in meeting set sales and business targets

Candidates who meet the requirements and are interested in the position are encouraged to send their applications and attach CV only to [hr@tracom.co.ke](mailto:hr@tracom.co.ke). Applications should be received by 31<sup>st</sup> January 2023. Only shortlisted candidates will be contacted.