



**Strathmore**  
UNIVERSITY  
**BUSINESS SCHOOL**



## **SBS VACANCY ANNOUNCEMENT**

**JOB TITLE:** Business Development Manager – Agribusiness and Healthcare Programs

**DEPARTMENT:** Graduate Programs

**REPORTING TO:** Senior Manager Business Development

**JOB PURPOSE:** To market and sell Agribusiness and Healthcare Programs in liaison with the Senior Manager Business Development while building and cultivating sustainable key relationships with potential public sector and private sector partners, nationally and internationally. The ideal candidate would need to have considerable experience in business development, developing training solutions, market intelligence, and solution selling.

### **MAIN DUTIES AND RESPONSIBILITIES:**

#### **SALES:**

- Targeting new clients for business development and proposing new initiatives for existing clients, to increase sales opportunities and achieve personal and team financial targets.
- Developing and maintaining relationships with new and existing clients, developing industry linkages to sustain SBS as their knowledge partner in transforming African leaders.
- Continually devise ways to increase customer experience to deepen client/partner relationships and maintain lasting client and partner relationships.
- Data mining and developing a prospect pipeline for each program allocated.

#### **MARKETING:**

- Analyzing and managing stakeholders to maintain a close engagement and relationship with the market.

- Undertaking continuous business intelligence to understand client needs.
- Tracking client satisfaction in collaboration with the program's coordination team.

### **OPERATIONAL EXCELLENCE:**

- Participating in the program review process in liaison with Senior Manager Business Development, Academic directors, and program management team.
- Preparing internal management reports and client reports as required, to support data-driven decision making for enhanced client relations and effective process improvement

### **JOB REQUIREMENTS**

The post holder will be required to have and demonstrate evidence of the following qualifications, attributes, and skills:

- Bachelor's degree in a business-related area. Master's degree will be an added advantage.
- Minimum 5 years relevant working experience in business development with proven experience in sales and managing client relations.
- Diploma in Marketing or CIM will be an added advantage.
- Experience in engagement of c-suite clients.
- Good research, planning, and reporting skills. Excellent business communication and etiquette skills with a flair for pitching.
- Ability to analyze data from various sources, including a thorough understanding of how business works and where opportunities lie.

### **Key Competencies and Attributes:**

- Team Leader
- Good business acumen
- Excellent negotiation and persuasion skills
- Good Organization Skills
- Financial Management skills
- Good Interpersonal Skills

- Ability to multi-task
- Good communication skills

If you are interested in the position and have the skills we are looking for, we would like to hear from you. Please forward an application letter together with a copy of your updated resume quoting '**BDM - Agribusiness and Healthcare programs**' to the People and Culture Manager, Strathmore University Business School, on [careerssbs@strathmore.edu](mailto:careerssbs@strathmore.edu) by end of the day (5.30 pm) **Wednesday, 29<sup>th</sup> April 2025**

Due to the large number of applications, we may receive, only the shortlisted applicants will be contacted.

Please be advised that Strathmore University Business School is an equal opportunity employer and does **NOT** ask for money from applicants under any circumstances during its recruitment process. Interested applicants are encouraged to exercise caution upon receiving any such interview opportunity that requires payment of any money.