



Strathmore
UNIVERSITY
BUSINESS SCHOOL



SBS VACANCY ANNOUNCEMENT

JOB TITLE: Business Development Manager - Strathmore Entrepreneurship Development and Innovation Centre (SEDIC)

DEPARTMENT: Executive Education - (SEDIC)

REPORTING TO: Head of Strathmore Entrepreneurship and Innovation Centre

JOB PURPOSE: To market and sell Entrepreneurial Programmes in liaison with the Head of Entrepreneurship Development and Innovation Centre while building and cultivating sustainable key relationships with potential Entrepreneurs/SMEs, public sector and private sector partners, nationally and internationally. The ideal candidate would need to have considerable experience in business development, developing Entrepreneurial training solutions, market intelligence and solution selling.

MAIN DUTIES AND RESPONSIBILITIES:

1. 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 Strathmore Business School 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.

2. Marketing:

- Analysing and managing stakeholders to maintain a close engagement and relationship with the market.
- Undertaking continuous business intelligence to understand client needs at the organization, industry, and country level to ensure proposal of relevant and timely executive education and consultancy solutions.

- Departmental Entrepreneurial events planning and management.
- Tracking client satisfaction with frequent client review meetings and effective evaluation of programmes and consultancy engagements.

3. Operational Excellence:

- Supporting faculty members to ensure delivery of the client promise and delivery of expected outcomes to the clients.
- Initiating and driving the program review process in liaison with the Head of Open Programmes, Academic directors, and the programme 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.
- Minimum 5 years of relevant working experience in business development with proven experience in sales, managing client relations, and key account management.
- Experience in selling Entrepreneurial programmes will be an added advantage.

KEY COMPETENCIES AND SKILLS:

- Proven experience in research, planning, reporting, and presentation skills. Excellent communication and etiquette skills with a flair for pitching.
- Strong business development and sales skills.
- Demonstrated ability to build and maintain key client relationships.
- Excellent analytical and strategic thinking skills.
- Effective communication and presentation skills.
- Previous experience in executive education or related fields is advantageous.

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 '**Business Development Manager – SEDIC**' to the People and Culture Manager, Strathmore University Business School, on careersbs@strathmore.edu by end of the day (5.30 pm) **Friday, 1st May 2026**.

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.