



Job Title	Business Development Executive
Location	Juba
Reporting to	Business Development Lead
No. Of Positions	02
Starting Date	As soon as possible

### 1. Who we are?

ShimaHr consultants is a Human Resource Consulting and Outsourcing Company that is currently managing the Human resource component of multiple clients in South Sudan and East African regions.

ShimaHr consultants is currently seeking to recruit Business Development Executives for one of her clients a logistics company with operations in South Sudan, Kenya, Uganda, and UAE.

### 2. Responsibilities

- Building solid relationships with customers, vendors, and distributors, as well as sales and marketing teams.
- Developing in-depth knowledge of company offerings to identify profitable business opportunities.
- Directing marketing efforts by presenting market research to marketing directors and suggesting strategies to expand market research.
- Assessing marketing and sales as well as supplier and vendor operations and recommending improvements as needed.
- Preparing all documentation required for requests for proposals.
- Researching emerging trends and recommending new company offerings to satisfy customers' needs.
- Developing and managing strategic partnerships to grow business.
- Presenting business or marketing opportunities to company executives and management.

### REQUIREMENTS

The successful candidate will be required to have the following skills and competencies:

- Degree in Marketing, Business Administration, or equivalent.
- Proven business development, sales, or marketing experience.
- Proficient in all Microsoft Office applications.
- Excellent analytical, problem-solving, and decision-making skills.
- Exceptional leadership and management skills.
- Effective communication, negotiation skills, and networking skills.
- Strong business acumen.
- Detail-oriented and persuasive.



### Desirable

- Written and spoken communication skills;
- Interpersonal skills and able to communicate with people at all levels, motivate others and change people's attitudes when necessary;
- Problem-solving and negotiation skills;

- Initiative and the ability to offer new ideas;
- Organizational and planning skills;
- Personal commitment to improving your own knowledge and skills.
- Ability to work under pressure and handle stressful situation;

**How to Apply:**

Interested candidates should submit their application containing an updated CV, Cover Letter, Reference contacts, Nationality ID, Academic documents & relevant certificates to the Human Resource Department by email to [Jobs@shimahr.com](mailto:Jobs@shimahr.com) with the subject line indicating the job title by **16 :30hrs CAT on 22<sup>nd</sup> February, 2023.**

**Note;** Only shortlisted candidates shall be contacted for interviews, Only South Sudanese nationals are legible for participating and Female Candidates are encouraged to apply.

