

Computech Group
Job Description

Designation : Business Development Manager – Cloud & Digital

Reporting To : CEO – Computech Group

Location : Nairobi

ROLE OBJECTIVE:

The role holder is accountable for (a) Business Development and (b) Business Sustenance and (c) Business Growth of the following technology business portfolios: -

- (1) Cloud Technology Business – IaaS, SaaS, PaaS and Cloud migration services
- (2) Digital Transformation Business – Digital Transformation Solution, Digital Automation Solution, IOT, AI & Big Data.

KEY RESPONSIBILITIES:

- (1) Early engagement with customers who are in the process of embracing Cloud or Digital Transformation initiatives
- (2) Identifying and qualifying opportunities around Cloud & Digital Transformation and to create a decent pipeline collaborating with sales team, customers, OEMs and Service Providers.
- (3) Implementing Strategic Account Management process and Sales Funnel Management process to reach near zero defects in the sales management processes.
- (4) Build deep technical relationships with senior IT executives in large or highly strategic accounts.
- (5) Technology positioning & defending the solution in front of customers and consultants by working collaboratively with Subject Matter Experts of the company or OEMs or Service Providers
- (6) Consistently demonstrating experience in managing various stakeholder relationships to get consensus on solutions/projects.
- (7) Understanding of the business processes within in the target accounts / industry and thereby getting connected to both Technical Influence and Buying Influence within customers.
- (8) Achieving laid down business target from identified geography/target accounts
- (9) To lead and to involve in bid preparation with an objective of 100% success rate by collaborating with all internal stake holders , OEMs and Service Providers.
- (10) Demonstrate high degree of predictability in sales forecasting and smoothly controlling the Book-Bill-Collect cycle

(11) Supporting the Credit controllers in debt collections.

(12) Innovating and implementing strategies to achieve customer delight.

QUALIFICATION, EXPERIENCE & SKILLS

- Bachelor's degree in any relevant domain, Masters' degree preferred.
- Field of Study: Business Management, IT, Computer Science, Information Technology, or related field preferred.
- Minimum of 5 years' experience in sales function of Cloud or Digital Transformation Solutions
- Learn, Unlearn & Relearn – The adaptability & flexibility to this framework
- The technical aptitude and experience to learn new technologies and understand relevant cloud trend
- Excellent Team Leader, Team Player & Collaborative worker