

JOB DESCRIPTION
BUSINESS DEVELOPMENT MANAGER – REF PBBDM01

Job Objective: Managing a team tasked with generating business to the tune of fifty million U.S Dollars minimum per year in the Upstream sector of the Nigeria Oil and Gas Industry.	
Job Title:	Business Development Manager
Department:	Business Development
Reports to:	MD/CEO

Key Roles & Responsibilities

- Ensuring company’s growth objectives are attained; articulating new business development opportunities and identifying, negotiating and managing relationships with technical partners in line with corporate goals.
- Develop and articulate a comprehensive tactical business development plan to accomplish the organization’s business goal.
- Identify prospects and develop sales strategies to penetrate and get new accounts. This includes preparation of presentations and tenders.
- Identify, evaluate and develop new business opportunities and feasibility reports supporting growth based on intelligence.
- Lead the formulation, execution and monitoring of company’s business development, market penetration strategies and plans for enhancing business growth.
- Monitor company performance against agreed business target.
- Assist in the preparation of bids/proposals.
- Develop and implement a training and development program for team members.
- Mentoring team members for improved performance individually and corporately.
- Ensure timely management of the performance of all team members.

Job Attributes

Qualification	Good first degree and preferably a Masters degree.
Minimum Experience	Minimum of 8 years cognate experience 3 of which must have been in management. In-depth knowledge of up-coming and on-going key projects in the upstream sector of the Oil and Gas Sector. An eye for fashioning out business opportunities and supporting business growth. A good role model.

A thought leader in maximizing business opportunities in the Upstream Sector of the Nigeria Oil and Gas Industry.
Robust and high level contacts in the IOCs and E&P companies.

***Professional
Membership***

Membership of relevant professional association is required

Competence Requirements

- Excellent relationship management skills.
- Proven ability to advice and convince clients
- Excellent written, presentation and oral communication skills.
- Proven experience of working with minimum supervision
- Excellent intelligence gathering skills.
- Excellent mentoring and people management skills.
- A team player

Job Dimensions

- As above

Key Interfaces

Internal:

- All departments
- Business Development Executives
- MD/ CEO

External:

- Key contacts in the IOCs and E&P companies
- Government officials, Service Providers