



Human Resource Consultants

VACANCY ANNOUNCEMENT

Build The Ark Limited-Human Resource Consultants seek suitable applicants for the position of **BUSINESS CONSULTANT – EMERGING TECHNOLOGIES** for its client - a leading provider of IT-based Technology solutions. The duty station for this position is Nairobi but the successful candidate is expected to travel widely.

ROLE OBJECTIVE

The role holder is responsible for developing business in the Emerging Technologies space and championing Enterprise Networks by addressing upcoming opportunities for both short-term and long-term business growth objectives.

DUTIES AND RESPONSIBILITIES

- Take a leadership role as technical Business development specialist in driving Emerging Technologies sales for the assigned operation/country.
- Work closely with assigned principle contacts (like Cisco Systems), develop and establish an ecosystem of partners to propose complete solution to the market place
- Devise strategy based on market trends and develop appropriate business plans
- Create awareness for the vertical specific solutions and establish relationships at executive corporate levels and Senior Government levels
- Build and execute innovative joint business plans with sales management for the assigned operations
- Understand, articulate and position end-to-end offerings both internally and externally
- Develop and cultivate strong relationships with key decision makers in the market and partner contacts, including ecosystems partners as is needed
- Prepare Concept papers, Return-On-Investment workings, compelling propositions, vertical specific case studies
- Be Self-sufficient during the entire sales cycle of a solution, including both technical and commercial aspects of our offerings
- Prepare Proof of Concepts where required
- Build a strong funnel of opportunities for short-term, medium-term and long-term visibility
- Champion enterprise networks internally and externally

LEADERSHIP & RELATIONSHIP SKILLS:

- Closely liaise with CISCO Principles and their partners during the entire sales cycle
- Maintains close contact with external customers and advise them on CISCO solutions and strategies that will meet their needs and leverage of the emerging technologies
- Closely interact with the sales teams during the entire sales process by advising on suitable solutions and assist in generation of leads

JOB SPECIFICATIONS & COMPETENCIES

- Masters' Degree in Business Administration from a recognized university
- Bachelors' Degree in IT/ Computer Science/BBIT
- Demonstrable successful Business development and /or Consultancy track record of at least five (5) years
- Must understand the market, develop deep knowledge and experience on offerings
- Product knowledge, various offerings from key vendors such as Cisco is needed
- Must be proficient in team selling approach, comfortable applying business acumen and financial expertise to identify & qualify selling opportunities
- Strong relationship management skills with a genuine understanding of how to identify, build and manage solid relationships with multiple key decision makers
- Actively engage Principles in gaining major share in the market place, work out complete business plan for business development and execute the same
- Strong leadership, project management, influence, negotiation and decision-making, coupled with sound judgment

- Ability to manage within functional teams and across the organization; multiple, large and complex projects.
- Highly organized with excellent follow-through

SOFT SKILLS

Communication

- Possess excellent verbal and written communications skills and is confident to deal with a wide variety of people and to influence at all levels
- An empathetic communicator who is able to see things from the other person's perspective and who demonstrates effective listening skills
- Excellent presentation and training skills with the ability to deliver a message such that it generates learning and understanding.

Problem Solving

- Takes ownership of problems through to effective resolution; develops initiatives to resolve underlying issues that go beyond the immediate problem.
- Takes steps to minimize risks.

Teamwork / Integrity

- Proactively shares knowledge and experience.
- Values and respects others opinions, treats others fairly, with integrity and encourages participation.
- Fosters a positive work environment and promotes the company brand

KPIs

- Achievement of the set annual target
- Annual Planning and implementation of at least one customer awareness event
- Quarterly report on the sales funnel
- Have at least one Point of Contact or trial customer annually
- Quarterly presentation to the internal customers on emerging technologies
- Develop at least two new leads quarterly

A competitive package will be offered to the suitable candidate. Kindly email your CV ONLY to info@buildtheark.co.ke not later than Monday, 7th Dec 2015. The subject title on the email should read the job title only: Business Consultant – Emerging Technologies