

Business Development Specialist

Intelpoint Consulting is a specialized team of tax agents in Nairobi, Kenya. We are experienced tax lawyers, chartered accountants, and tax professionals who advocate complex matters to taxpayers and their professional advisors.

Intelpoint Consulting is seeking a Business Development Specialist will drive our business growth initiatives. This critical role focuses on expanding market presence, acquiring key clients, and identifying strategic revenue opportunities

Key Responsibilities

- **Strategic Planning:** Develop and implement business development strategies aligned with company growth objectives, setting and meeting revenue targets and performance metrics
- **Market Analysis:** Conduct comprehensive market research to identify emerging trends, customer needs, and potential business expansion areas
- **Client Acquisition & Relationship Management:** Identify, approach, and onboard new clients, building strong, long-term relationships with key clients for loyalty and recurring business
- **Sales Pipeline Management:** Oversee the sales pipeline from lead generation to deal closure, ensuring timely follow-up
- **Cross-Functional Collaboration:** Work closely with marketing, product, and operations teams to align business development initiatives with company goals

Qualifications

- Bachelor's degree in marketing, Business Administration, or a related field.
- Proven experience in lead generation, sales, or a related role for at least 4-5 years
- Excellent written and spoken English.
- Proficiency in using Microsoft Office Suite (Word, Excel, PowerPoint).
- High level of motivation and a results-driven approach

If interested, send your email to info@intelpointconsulting.com