



Business Development Incharge

Roles and Responsibilities

- Business development in Kenya, Tanzania, Uganda, Rwanda & Zambia;
- Connect with Consultants, customers & financial institutions to get business leads;
- Extensive travel within and outside Kenya;
- Knowledge and exposure of Uganda & Rwanda markets;
- Understand and translate buyer requirements into a standard solution;
- Understand and clearly define the input required to create cost estimates
- Collaborating as a key member of the sales team to represent the solution offering to the client buyer and other internal group;
- Travel in territories for customer visits, attend meeting and be close to the customer base, competition activities and continuously keep improving, give suggestions and reports to the management on regular basis;
- Energy opportunity assessments, energy project implementation.

Educational Qualifications

Bachelor of Science in Engineering

Experience Requirements

- 7 to 8 years working experience in a medium sized turnkey projects with fair idea on value selling, ability to analyse projects, assimilate data, plan, conceptualise, draw out, defend and present;
- 2 to 4 years experience in Diesel/ Gas / HFO based power project;
- Prior knowledge and connect in Hospitality sector, infrastructure projects & Industries in East Africa Region;
- Medium level expertise in office tools and exposure on MS projects and auto cad.

To apply for jobs, visit the [Empower jobs portal](#).