



Business Development Lead

Job Description

Business Department

Teheca Limited
Old Butabika Road
info@teheca.com

About Teheca

Teheca is a tech health company in Uganda that with a mission to increase uptake of postnatal care services through availing useful maternal health information, products and services so as to reduce high mortality rates of mothers and newborns in developing countries through use of low cost and low technology mobile applications and solutions.

We believe that the high mortality rate of mothers and newborn babies in developing countries can be reduced by increasing access to maternal health information during pregnancy and increasing uptake of postnatal care after child birth for mothers, especially the first time mothers.

Teheca exists to provide an alternative source of timely health care workforce for mothers and their babies through creating access to information and qualified health workers outside the confinement of health center and hospital walls.

The Business Development Lead will be joining a talented team with documented success in building technology start-up companies. The Business Development Lead will be a key leader in the company and provide business subject matter expertise in working with the team of dedicated staff.

The individual in this position should have a good business sense, deep understanding of marketing principles, a positive attitude, negotiation skills and Plenty of initiative, superior judgment, excellent communications skills and IT fluency , as well as high level of creativity.

The ability to thrive in a complex and highly collaborative environment, the ability to solve tough problems, in-depth knowledge of the health tech industry and its current events, ability to handle pressure and meet deadlines, skill in prioritizing and triaging obligations, attention to detail, excellent time management and organisations.

Additionally, the BDM, Innovation will work closely in developing industry and academic affiliations to increase the visibility of our products, services and our brand.

About this Job

Responsibilities.

- Researching organisations and individuals online to identify new leads and potential new markets.
- Developing and maintain strong & fruitful relationships with existing and future customers and partners.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives and strategies.
- Handling confidential Information.
- Advice Teheca team on Business Issues.
- Attending conferences, meetings, and industry events
- Preparing PowerPoint presentations and sales displays.
- Contacting clients to inform them about new developments in the company's products
- Developing quotes and proposals for clients, customer and partners
- Negotiating and renegotiating business leads over phone calls, email, and in person,
- Developing sales goals for the team and ensuring they are met.
- Training personnel and helping team members develop their skills.
- Conducting and attend marketing camps and activations, talk shows, conference, summits and bazaars.
- And any other duty given to you by your supervisor.

The position requires one to hold:

Required

- Bachelor's Or Diploma degree in a field of Business development, Business Administration, Community health care, Sales and marketing
- Experience with administrative capabilities.
- Excellent understand Microsoft Packages like Excel, Word and PowerPoint.
- Experienced and efficient use of computer and Technology.
- Sales and marketing experience

Job qualifications

Desired

- Proven working experience as a customer service manager, retail manager or assistant manager.
- Experience in providing customer service support.
- Excellent knowledge of relationship management methods and techniques.
- Working knowledge of customer service software, databases and tools is an added advantage Awareness of industry's latest technology trends and applications
- Ability to think strategically and to lead Strong client-facing and communication skills Advanced troubleshooting and multi-tasking skills Customer service orientation

Key performance indicators

- Invoiced sales v. budget
- Purchase orders received
- Partners signed
- Additional sales to existing customers
- Client leads developed, converted and retained