

Business Development Manager

Ethiopoll Consult PLC, a public opinion and marketing survey company, is looking for a Business Development Manager to join its dynamic and high-performing team. Ethiopoll has positioned itself as the first specialized public opinion poll company in Ethiopia. Ethiopoll conducts Computer Assisted Telephonic Interviews (CATI) survey supported by a state-of-the-art call center. Our CATI and in-person survey capabilities, coupled with our top-notch multidisciplinary local and international researchers, make us a go-to company in the industry.

The Business Service Manager is the focal person driving the growth and expansion of our firm, playing a prime role in researching and identifying business leads and their conversion into tangible projects. The person will also be leading promotional activities to create awareness of our services to the appropriate market segments. The Business Service Manager will play a pivotal role in tapping into the vast market potential in Ethiopia and beyond.

The ideal candidate will be self-motivated, driven, entrepreneurial, and creative with proven business development and lead generation skills. The person shall demonstrate the ability to develop new relationships while maintaining existing ones through highly effective cross-cultural communication and interpersonal skills,

The potential candidate will be responsible for the following tasks:

- developing proposals and concept notes for funding in various modes of collaboration, including public-private partnerships.
- manage a robust pipeline of prospects; meet monthly, quarterly, and annual revenue goals;
- identify opportunities to work with other firms on a sub-contract basis;
- daily monitor multiple platforms and place bids, and prepare proposals promptly;
- work closely with other Ethiopoll staff to make sure clients are receiving the best service possible; develop.

Essential Qualifications:

- Master's degree required in a related discipline.
- Proficiency in MS Office Suits
- Good understanding of management/business principles and public opinion surveys and market research methodologies, approaches, and deliverables
- Excellent verbal and written communication in Amharic and English

Preferred qualifications:

In addition to meeting the essential qualifications, the ideal candidate will be a mid-career professional with solid experience in business development and education in public relations, business promotion within the professional service industry such as research and management consulting.

- Female candidates are strongly encouraged to apply.
- In addition to Amharic and English, fluency in speaking and writing Affan Oromo, Tigrigna, Somali, Sidama, or Welayita languages is a plus.

Interested applicants can learn more about our company and submit applications on our website www.ethiopoll.com.