

IBUKU

BUSINESS DEVELOPMENT MANAGER *Job Vacancy*

Job Descriptions:

- Management sales pipeline and responsible for identifying and closing new business opportunities
- Manage all communications and leads from email and provide initial qualification process, follow up and devise strategy to capitalize on opportunity
- Coordination of site visits, client meetings, accommodation options and follow up meetings both at office and external locations
- Obtaining and sharing all client and project information to design team to commence design process
- Creating a strategy with Architect & Design Team for design timeline and design fee proposal
- Provide guidance for clients of how construction and design projects, also communicate clearly and effectively to bring their knowledge up to speed
- Manage and communicate effectively when providing design fee proposal in order to secure new opportunities

Requirements:

- Experience in real estate or new home sales
- Expert communicator with high attention to detail and a passion for working with a team
- Capable of prioritizing and handling multiple projects simultaneously, under tight time constraints
- Minimum 3 years international marketing experience
- Fluent in English, both speak and write

How to apply:

1. Email to work@ibuku.com with subject line "Business Development Manager Application"
2. Attach your CV/resume in PDF format
3. This vacancy will be closed on 31st March 2020