

JOB VACANCY OFFER

Job Title: **Business Development Manager – Power and Electricals**

Location: **Lagos State / Rivers State**

Reports to: **General Manager**

Key Responsibilities and Accountabilities:

- Lead all Electrical-related business development and Sales activities aimed at launching the Company as a key player in the fast-growing sector in Nigeria.
- Use results of in-depth industry analysis to identify gaps in the Electrical Business as well as understand required service offerings to support the sector.
- Distil current service offerings, primarily oil and gas and facilitate their evolution into the Electrical Business.
- Network across the existing three (3) businesses and manage relationships with customers, joint venture partners and other key stakeholders.
- Liaise with a OEMs/Partners in deploying service offerings to customers.
- Lead the sales and marketing activities regarding to the Electrical Business
- Drive due diligence process and intelligence gathering to position the Company in its investment in the Electrical Business.
- Lead all project management activities whilst ensuring projects are of world-class quality as well as being completed on time and within budget.
- Set-up a strong team to execute all power related activities and actively participate in hiring top quality talent.
- Sustain relationships already built by existing businesses and establish new relationships required to meet the growth aspiration of the Company.
- Evaluate business ideas, conduct market studies and translate ideas/opportunities into long-term value for the Company.
- Negotiate agreements and contracts on behalf of the Company whilst optimizing value for the Company.
- Manage, monitor and report performance of key accounts using a scorecard.
- Maintain service agreements with customers and stakeholders.

Key Skills, Experience and Qualifications

- Minimum of a University Degree in Engineering, Science, Social Science, Law etc plus professional qualification(s) in relevant disciplines. An MBA will be an advantage.
- About 10 years' experience, at least 5 in the Electrical Business.
- Excellent knowledge of the Electrical and Power business in Nigeria.
- Strong commercial mindset coupled with negotiation skills and financial management acumen.
- Strong relationship management skills.
- Good business acumen, experience of having started a business from scratch a plus.
- Established relationships with key players in the Electrical Business a plus.
- Ability to develop long term, and trusting relationships with customers, partners, and other stakeholders.
- Strong business development and project management skills.
- Strong team player with the ability to communicate effectively as well as lead, motivate and engage employees.

Key Skills, Experience and Qualifications

- Customer-centrism
- Strong desire for negotiation and deals closure
- Insatiable drive to win in the market
- Professionalism

Salary: Competitive with standard welfare benefits.

Submission Deadline:

Qualified and interested candidates should send urgently their resume to careers@aosorwell.com with Business Development Manager - Power and Electricals as subject title on or before close of business Monday June 9, 2022.