

Business Development Manager

The successful candidate will assume responsibility for networking, identifying opportunities and securing projects within the local and regional market. More specifically, the candidate's responsibilities will include:

- Develop formal and informal relationships with a wide circle of people, beyond those involved in current projects including potential clients, consultants and trade contractors
- Be in touch with external trends that are likely to shape the needs and expectations of clients and use that information in developing marketing strategies
- Identify new services/products to meet clients' needs and generate client enthusiasm for such services/products to create Company competitive advantage
- Prepare and present winning proposals that comply with client's request
- Participate in the negotiation and preparation of contract terms and conditions
- Regularly monitor client and consultant satisfaction with Company's performance and fulfilling of all commitments

The successful candidate will have a background in business or engineering. He/she will have a minimum of 5-8 years of "hands-on" experience in business development related to pharmaceutical, chemical, food and beverage industries. Essential skill requirements include:

- Planning
- Marketing
- Contract management
- Excellent interpersonal and communication skills (written and verbal)

To be considered for this exciting position, we invite you to send your resume in confidence to careers@shaunagroup.com