

JOB ADVERTISEMENT

Job Title: Business Development and Client Relations Executive

Reports To: Country Head, Mauritius

Job Location: Mauritius

Department: Business Development & Client Relations

Company Overview

Enwealth Financial Services Ltd. is an innovative and customer centric social security financial services company licensed by the Retirement Benefits Authority (Kenya), the Uganda Retirement Benefits Regulatory Authority (Uganda) and the Financial Services Commission (Mauritius) to provide administration services. We are currently providing Administration and Accounting Services to over 150 corporate clients with operational reach in Kenya, Uganda, Rwanda, Zimbabwe, South Sudan, Tanzania, Zambia, Namibia, Mauritius, Ghana, Malawi and Botswana. The total assets under our administration is approximately USD.700 million.

Mission and Purpose of Enwealth: Economic empowerment through innovative financial solutions.

Vision of Enwealth: A lifetime of financial wellbeing and dignity

Position Summary

To build a business pipeline, grow revenue from new and existing accounts manage and grow partner relationships for the Company and maintain high level of Clients and Customer satisfaction and ensure growth of the Company.

Key Relationships

- All current and prospected Clients
- Management and Enwealth Employees
- FSC
- MRA
- Insurance Companies
- Service Providers
- Board of Directors

Contributes to

Effective Client relationship and overall Business Growth.

Primary Responsibilities

1. Build a business pipeline and grow revenue from new and existing accounts.
2. Identify trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
3. Locate or propose potential business deals by contacting potential partners; discovering and exploring opportunities.

4. Screen potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
5. Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
6. Protect organization's value by keeping information confidential.
7. Following up new business opportunities and setting up meetings.
8. Planning and preparing presentations.
9. Communicating new product developments to prospective clients.
10. Oversee the development of marketing literature.
11. Prepare periodic relevant reports as may be required by management from time to time.
12. Develop and manage client relationship and accounts effectively, providing management with feedback.
13. Participate in seeking leads, sourcing quotations and tenders.
14. Increasing profitability of existing product lines by encouraging clients to use added value services wherever possible.
15. Ensuring credibility with clients by maintaining detailed knowledge of current market conditions and competitors' products.
16. Monitoring and reporting on performance against agreed sales targets, sometimes including monitoring the performance of other sales staff.
17. Any other duty as may be assigned from time to time.

Qualifications, Experience and Attributes

- At least minimum 4 years' experience in a similar position.
- Degree in either business studies or marketing.
- Sales and Marketing Skills
- Good understanding of Pensions
- Thorough knowledge of Client Relationship
- Good business sense
- Good communication and negotiation skills
- A positive attitude
- Ability to learn

How to apply

Interested candidates should provide an application letter with detailed CV including present position, current and expected remuneration, names, addresses and phone contacts of three (3) referees by email to info@enwealth.co.mu. To be considered for this role your applications must be received by C.O.B on Wednesday 28 February 2021. Only shortlisted candidates will be contacted.

The Company reserves the right to not make any appointments following this advert