



Houston Consult Ltd  
Management Consultants

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## **Job Description: Business Development Officer**

### **Job Summary**

Our client is seeking a highly motivated and results-driven Business Development Officer to join their team in Kampala. This is a critical and urgent role for someone with 3-5 years of experience in the automotive, banking, or finance sectors. The ideal candidate will be a Ugandan national with a proven track record of building relationships, identifying new business opportunities, and driving revenue growth. You will be a key member of the organization in the Ugandan market, responsible for expanding client base and strengthening our market position.

### **Key Responsibilities**

- **New Business Acquisition:**
  - Identify, prospect, and secure new business opportunities with key stakeholders in the automotive industry (e.g., car dealerships, distributors, vehicle accessory vendors, insurance companies, and financial institutions).
  - Develop and implement a strategic sales plan to achieve and exceed sales targets.
  - Conduct market research to identify new market segments and emerging trends.
- **Client Relationship Management:**
  - Build and maintain strong, long-lasting relationships with existing clients, ensuring high levels of satisfaction and retention.
  - Act as the main point of contact for client accounts, understanding their needs and proposing tailored vehicle sales solutions.
- **Strategic Partnerships:**
  - Develop and negotiate strategic partnerships and alliances that enhance the value of the company platform.
  - Collaborate with automotive dealers, financial institutions, and other relevant businesses to create co-marketing and lead-generation initiatives.

- **Sales & Marketing Collaboration:**
  - Represent World Navi at industry events, trade shows, and networking forums to promote brand awareness.
  - Provide feedback from the market to the management team to help shape product development and marketing strategies.
  - Prepare and present compelling sales proposals and presentations.
- **Reporting:**
  - Maintain a robust pipeline and provide regular sales reports and forecasts to management.

### Qualifications and Experience

- **Mandatory:** Ugandan National.
- **Mandatory:** 3 to 5 years of proven working experience in a business development, sales, or key account management role.
- **Mandatory:** Industry experience must be from the **Automotive, Banking, or Finance** sectors.
- Minimum Business Diploma, Preferably Bachelor's degree in Business Administration, Marketing, Communication, or a related field is required.
- Demonstrable track record of meeting or exceeding sales targets.
- Strong existing network within the Ugandan business community, preferably in the automotive or financial services sectors, is a significant advantage.

### Required Skills and Competencies

- **Excellent Communication & Negotiation Skills:** Ability to persuasively articulate value propositions and close deals.
- **Strategic Thinker:** Capable of seeing the bigger picture and developing long-term strategies.
- **Self-Motivated & Proactive:** A go-getter who can work independently with minimal supervision.
- **Relationship Builder:** Exceptional interpersonal skills and the ability to build rapport with diverse clients.

- **Tech-Savvy:** Comfortable with digital platforms, CRM software, and the MS Office suite.
- **Resilient & Results-Oriented:** Thrives in a fast-paced, target-driven environment.

### **How to Apply**

This is an **urgent** recruitment. Interested and qualified candidates who are **Ugandan Nationals** and meet the above specifications are STRICTLY instructed to submit the following to [info@houstonconsult.com](mailto:info@houstonconsult.com):

1. An updated Curriculum Vitae (CV).
2. A cover letter detailing your relevance to this specific role and your current or past experience in the automotive, banking, or finance sectors.

**Please use the subject line: "Application for Business Development Officer - Uganda"**

*Only shortlisted candidates will be contacted.*