

VACANCY FOR THE POST OF A BUSINESS DEVELOPMENT MANAGER IN OGBA-IKEJA, LAGOS, NIGERIA

Our Profile:

We are a reliable real estate company strategically located in Ogba, Ikeja, Lagos, with a strong focus on delivering comprehensive solutions tailored to meet diverse property needs. Our expertise spans real estate finance, joint ventures, land acquisition, investment schemes, and portfolio management, providing a one-stop shop for property-related services.

Our mission is to simplify real estate transactions and make them rewarding by combining professionalism with a customer-first approach. Whether you seek to invest, lease, or sell property, our dedicated team offers unparalleled guidance and exceptional value at every stage.

Built on a foundation of transparency, integrity, and a profound understanding of the dynamic property market, we are committed to helping our clients achieve their real estate goals with confidence and efficiency.

As we grow to accommodate the increasing demands of our expanding clientele, we are looking for a skilled Business development manager to join our dynamic team and contribute to our success.

Job Description

We are seeking an ambitious and dynamic Business Development Manager to drive growth and expand our market presence. The ideal candidate will identify new business opportunities, foster strong client relationships, and develop strategies to

meet and exceed revenue targets. This role requires exceptional communication skills, strategic thinking, and a results-driven mindset

Key Responsibilities

- Identify and develop new business opportunities through market research, networking, and relationship building.
- Build and maintain strong relationships with existing clients to ensure long-term partnerships.
- Develop and execute strategic plans to achieve business objectives and revenue targets.
- Conduct market analysis to identify trends, customer needs, and competitive positioning.
- Prepare and deliver compelling presentations and proposals to prospective clients.
- Collaborate with internal teams to ensure successful project delivery and client satisfaction.
- Monitor and report on key performance metrics, providing insights and recommendations for improvement.
- Represent the company at industry events, conferences, and trade shows to enhance brand visibility.

Job Requirements

- Bachelor's degree in Business Administration, Marketing, or a related field. MBA is a plus.
- 5 – 15 years of proven experience in business development, sales, or a similar role.
- Strong understanding of market dynamics and customer behavior.
- Exceptional communication, negotiation, and interpersonal skills.
- Ability to develop and execute strategic plans effectively.
- Proficiency in CRM software and Microsoft Office Suite.

- Strong analytical and problem-solving skills.
- Self-motivated, proactive, and goal-oriented.
- Ability to work both independently and collaboratively in a team environment.

HOW TO APPLY

- Interested candidate should send their CVs to hr@globalclique.net
- Use the job title as the subject of the mail.
- Only shortlisted candidates will be contacted.