



## VACANCY: BUSINESS DEVELOPMENT MANAGER

The Kenya Association of Manufacturers (KAM) is a business membership organization representing over 1000 leading manufacturing and value-add companies in Kenya. We seek to competitively fill the following position: -

**Title: Business Development Manager**

**Department:** KAM Consulting Unit

**Reporting to:** Head of KAM Consulting

**Supervises:** None

**Location:** Nairobi

**Contract Type:** 2 years renewable

**Job Purpose:** To manage the Business Information and Market Development Services and support KAM consulting unit revenue growth and sustainability with expected outcomes as follows: -

### Key Objectives

- Delivery of Business Information and Market development activities such as Trade Fairs, Regional Expos, Trade and Investment Missions, Conferences, and seminars
- Raise the profile and Increase brand visibility of Business Development initiatives for effective engagement of industries and other stakeholders
- Timely delivery of the annual workplan objectives, activities, and targets

### Duties & Responsibilities

- Develop a well-defined sectional annual workplan and budget to increase industries access to markets as well as generate revenue to support KAM's sustainability
- Identify and engage industries, relevant government agencies, regulatory authorities, foreign missions, business associations and other stakeholders to support industry development and market access initiatives.
- Conceptualize, develop, and market innovative member focused market development events such as Exhibitions/Trade Fairs, Trade and Investment missions, Conferences, and seminars
- Conduct regular seminars on emerging policies, legal and regulatory issues to enhance members market access and statutory compliance
- Promote and increase uptake of productivity improvement programs e.g., Annual Kaizen Conference, lean manufacturing events, etc.
- Promote the Annual Kenya Manufacturing Summit and Expo (Changamka) to all stakeholders for support and participation.
- Promote export market development through inbound and outbound trade missions

and facilitate Business to Business cooperation during sectoral, national, regional, and international trade related events.

- Raise the profile and Increase brand visibility of Market Access initiatives
- Generate revenue through various revenue streams to achieve annual sales targets as per the section annual workplan
- Effective Debt Collection to ensure all obligations are met.
- Perform any other duties as may be assigned by the Chief Executive

**Requirements and Personal Attributes:**

- Bachelor's Degree in Commerce, Sales, Marketing or Business Development
- Event management and organizational skills
- Good planning and budgeting skills
- Good Selling and negotiation Skills
- Team player, keen attention to details and ability to multitask.
- Excellent relationship management and networking skills
- 7 years of related experience is an added advantage
- Energetic, proactive with ability to meet deadlines in a busy environment
- Good knowledge of the manufacturing industry.

**How to Apply:**

Qualifying candidates should complete the online application form and submit their CV and Application letter only to [hr@kam.co.ke](mailto:hr@kam.co.ke) indicating the words "**Business Development Manager**" on the email subject line so as to reach us **not later than September 9, 2022 Click on Link [here](#) to apply. Shortlisting shall be on a rolling basis and only the shortlisted shall be contacted.**