

Position Business Development Manager (BDM)  
Location Kampala, Uganda  
Total Vacant Post 3  
Reports to: Manager Sales & Marketing  
Application Deadline **May 31, 2022**

International Medical Link is an HMO based in Uganda, dealing with Medical Insurance & Medical Services. We are looking to grow our Business Development team further and are recruiting Business Development Managers. Ideal Candidate should meet the criteria below;

### **Role/Responsibilities of the BDM**

- Contacting existing and new customers to explain the advantages of buying their company's products or services
- Communicating with customers before and after a sale
- Delivering presentations for persuading customers to buy new products or services
- Resolving customer complaints and concerns
- Maintaining an in-depth understanding of the company's products or services to advise and make suitable recommendations to customers
- Attending training/workshops to understand industry trends
- Bids end to end processing
- Prepare Sales proposals and reports
- Communicate customer and prospect product problems to appropriate departments
- Meet and/or exceed targets as per Company Policy
- Any other duties assigned by their supervisors

### **Qualifications**

- Bachelor's degree in Business, Marketing, Communications, or related field
- 2-4 years of sales experience
- Experience working with the Insurance Sector will be an added advantage
- Proven ability to meet and exceed sales targets
- Proven track record of successfully managing customer relationships
- Strong networking skills to build relationships with prospective and existing clients
- Highly self-motivated
- Strong verbal, written communication, & presentation skills
- Evident Negotiation and closing Skills
- Proven Organizational Skills
- Proficient in Microsoft Office Suite

Forward your cover letter & detailed CV to [hrm@iml.ug](mailto:hrm@iml.ug), to the attention of the HR & Administration Manager