



TRAINING
SERVICES

INDUSTRY
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CAREER OPPORTUNITY



MIC-IT INVITES APPLICATIONS FROM SUITABLY QUALIFIED CANDIDATES FOR THE FOLLOWING POSITION: **MANAGER, SALES AND BUSINESS DEVELOPMENT**

OVERVIEW

The **Manager, Sales and Business Development** is responsible for overseeing the implementation of the Sales and Business Development strategies, initiatives and programmes geared toward customer satisfaction and revenue generation.

The incumbent is required to achieve revenue targets, forge strategic partnerships to expand business reach into new markets and develop a high-performing sales and business development team.

JOB SUMMARY includes

1. Develop and implement strategic sales plans to achieve company objectives and revenue targets
2. Drive sales and business development activities for the Company's entire product and service portfolio
3. Provide technical support and guidance to clients, addressing their specific challenges and recommending customised solutions
4. Conduct thorough market research and analysis to identify emerging trends, customer needs and competitive dynamics
5. Build and maintain strong relationships with key decision-makers and stakeholders in the sector, leveraging industry connections and networking events
6. Lead negotiations for contracts, partnerships, and joint ventures, ensuring favourable terms and mutually beneficial agreements
7. Ensure compliance with the established Quality Management System and stay abreast of industry developments, regulatory requirements, and technological advancements to inform sales strategies and product offerings
8. Perform all other related duties as required



MINIMUM QUALIFICATIONS & EXPERIENCE

1. Bachelor's Degree in Business Management, Marketing or a related field
2. Minimum of eight (8) years' experience with five (5) years in a marketing and sales environment and three (3) years of managerial experience

OR

1. Master's Degree in Business Management, Marketing or a related field
2. Minimum of five (5) years' experience with three (3) years in a marketing and sales environment and (3) years managerial experience

AND

3. Proven track record in achieving revenue targets and identifying growth opportunities
4. Any other equivalent combination of training and experience

REQUIRED SKILLS & COMPETENCIES

1. Possess research and business development skills
2. Possess excellent oral and written communication skills
3. Possess excellent negotiation skills
4. Possess strong business acumen and understand business processes, outcomes and financial information to enhance business performance
5. Possess leadership experience, including managing the sales teams and driving performance in a fast-paced, results-oriented environment
6. Must be customer-focused and dedicated to meeting the expectations and requirements of internal and external customers
7. Must be a strategic thinker with the ability to analyse market trends, identify opportunities, and develop innovative solutions to meet customer needs
8. Knowledge of the Sales Management process

APPLICATION AND DETAILED RESUME SHOULD BE SUBMITTED TO:

Manager, Human Resources
MIC Institute of Technology (Head Office)
5A Century Drive, Trincity Business Park, Macoya
Or email to recruitment@mic.co.tt

CLOSING DATE FOR APPLICATIONS: TUESDAY, 8 OCTOBER 2024

We would like to thank applicants for their interest and we wish to advise that only those candidates considered will be contacted.