

Role Name: Business development Manager**Role Brief:**

Advertising - Account Manager/ Client Servicing Manager, Account Planning Manager

Responsibilities:

- Represent Ebani Advertising's services to a wide range of current and prospective clients.
- Proactively identify new sources of business and needs for Ebani Advertising's services. Identify and cultivate long term relationships with clients.
- Leverage established relationships to effectively communicate Ebani Advertising's service capabilities.
- Maintain solutions-based discussions with existing and prospective clients, serving as a valued advisor in communicating Ebani Advertising's services with regard to solving specific solutions leading to delivering client objectives.
- Work closely with all members of the extended team to support client retention and new business efforts.
- Prepare proposals, marketing material for existing and prospective clients.
- Maintain and update goal sheets.

Experience Required:

3-8 years of relevant industry experience preferably with 3 years business development or related experience.

Key Skills and Competencies:

- Ability to work independently to execute a plan, establish and build relationships among our client base.
- Strong business and market knowledge, interpersonal and analytical skills.
- Ability to set and achieve goals.
- Excellent oral and written communication skills.

Academic Qualifications:

- Any Bachelor's/ Master's Degree