



We are life safety for you!

THE ROLE

POSITION: BUSINESS DEVELOPMENT MANAGER

REPORTS TO: PRESIDENT - ACME FIRE AND SAFETY GROUP

The Business Development Manager is tasked with developing the strategic plan for the growth and development of the assigned portfolio by being the commercial driver and the key interface aligning all stakeholders.

Champions the development and execution of the portfolio's strategic objectives by analyzing existing customers & products and critically exploring new opportunities, customers, products, and channels in the relevant markets as applicable.

KEY RESPONSIBILITIES

- Drives the achievement of the assigned business volume, revenue, profit, distribution, brand equity and visibility targets by stakeholder alignment.
- Actively manages the assigned portfolio and rationalizes accordingly
- Coach, train and lead team members in the achievement of the objectives.
- Develops SOP's, guidelines and policies for the assigned areas of responsibility ensuring business continuity.
- Develops relationships with the key customers in all market segments along with other business partners/suppliers etc.
- Consistently reviews key performance indicators for the assigned area.
- Develops optimum inventory levels in collaboration with the Logistics team in order to ensure the availability of optimum saleable stocks
- Collaborates to develop the annual case, revenue, profitability, and expense budgets.
- Develops Marketing plans in order to achieve the portfolio objectives.
- Ensures compliance with all company policies and procedures, and ensures ethical and legal conduct in accordance with brand objectives.
- Analyzing, and interpreting market information to develop strategic marketing responses.
- Keeps abreast of market nuances and national legislation that could impact portfolio and develops plans to mitigate the same.
- Establish and enforce service delivery standards for each role and member within the department.
- Develop team programmes to support the organisation's business strategy.
- Provide a motivating work environment to support the team and other departments where necessary.
- Carries out other related projects and tasks as assigned

THE CANDIDATE

WHO YOU ARE

- Someone who is passionate about learning and has a go-getter attitude
- Someone who is detailed oriented and loves a fast-paced environment while growing with an evolving company.
- Open to learning, coaching, and a loyal brand advocate
- Has a 'can do mentality and is a sound decision-maker that will benefit the company and employees
- An inclusive, respectful, and kind attitude toward team members no matter their culture, race, or gender
- Committed to the vision and fundamental values of the company

WHAT YOU BRING

- Degree or Diploma in Business Administration**
- Experience: At least 5 years in a Sales Environment, including a minimum of 2 years at a manager level. Fire and Safety industry experience is preferred, however exposure to a related industry, or industry with a high service component is also suitable.
- Proven leadership skills
- Good general business acumen and understanding of financial budgeting and office processes
- Excellent oral and written communication
- Ability to work independently with little supervision as well as in a team environment
- Excellent task prioritization and organizational skills
- Strong attention to detail
- Able to meet deadlines and succeed in a fast paced environment

**Requirement may be waived depending on experience and industry knowledge.

INTERESTED?



**SEND ALL RESUMES AND REFFERALS
TO:**

HR@ACMEFIRE.COM

**THANK YOU, AND WE LOOK FORWARD
TO WORKING WITH YOU.**