

## Job Title: Business Development Manager

### Description

The position of Business Development Manager is to participate in various activities for Salience on a global level and lead in the preparation of consultancy proposals for our clients in the Middle East, Africa, and Europe.

#### Main responsibilities:

- Work closely with the Lead Consultant and the Business Development team and lead/project manage the development of consultancy proposals and tenders' responses (Expression of Interest, EOI Responses and Request for Proposal, RFP Responses) for new projects in telecom and digital field, for clients such as development banks The World Bank, IFC, EBRD, ADB telecom regulators, government ministries, telecom operators and telecom investors.
- Lead on search and discovery of new tenders through Salience subscribed portals and direct leads. Initial evaluation of suitability of tenders for Salience target areas.
- Bid management and coordinating inputs from different team members and partners. Provide additional inputs for the proposals by performing research activities through gathering intelligence and data on a particular market, country parameters etc.
- Gather intelligence and analyse competitor space. Pros and cons, their bid strategy and rates.
- Support the recruitment function for search for external key experts required for the tender responses.
- Search and secure partner companies for different project opportunities
- Contribute to the production of business collateral including white papers and client presentations.

#### Requirements:

- Positive attitude, flexible approach to tasks, organized, solution solver and ability to work and deal with various people from different geographies. A relevant degree or MBA is a plus.
- Experience in sales/presales and preparation of proposals and tender responses. Familiarity with World Bank/EBRD portals and tender procedures is a plus.
- High level of analytical and creative thinking, be able to understand, meet deadlines, document and explain
- Comfortable presenting ideas and solutions to clients or internally.
- Experienced with tools such as MS Word, Power Point and Excel
- Knowledge and/or experience in management consulting or the telecom industry is not essential but preferred.
- Good verbal and written English. Other languages such as French or Portuguese are plus

#### What we offer:

- Competitive Salary + Bonus
- Working from modern office in the Skopje City Centre
- Background of a stable international company
- Great professional autonomy and supportive friendly team
- Possibility for further professional growth and career achievement
- Flexible working hours and remote work
- Private Health Insurance
- Team Buildings
- Work and travel – opportunity to spend some time in the other Salience offices and client locations

Please send a CV including full contact details for immediate and confidential consideration to [jobs@salienceconsulting.ae](mailto:jobs@salienceconsulting.ae). Those with appropriate experience will be contacted.