BUSINESS DEVELOPMENT MANAGER

Employment Type
Full-time

Job Location
30C Simeon Akinlonu Crescent, Victoria Island, Lagos, Nigeria, Lagos, Nigeria

Date posted
February 24, 2026

Description
Identifying and pursuing new business opportunities, building and maintaining client relationships, and driving revenue growth. This role involves market analysis, strategic planning, and collaboration with internal teams to develop and execute initiatives that enhance the company's market presence and profitability.

Reporting Relationships
Chief Business Director

Interactions
Internal

- Divisional Heads
- Departmental Heads
- All Staff

External

- Clients
- Regulatory Bodies and Agencies
- Suppliers, Service Providers & Contractors
- External Auditors
- Industry Stakeholders
- Consultants

Education & Professional Qualification

- Minimum of bachelor's degree in business, finance or other related disciplines
- An MBA or relevant master's degree in any business or other related discipline is preferred
- Professional membership in relevant industry association is an advantage

Experience

- Minimum 7 -12 years post-graduation experience (8 of which must be in the relevant sector)
- Three (3) years' experience at Management Level with business development experience.

Skills & Competences
Competences

- Business Planning
- Strategy Management
- Project Management
- Client Engagement
- Financial Risk Management

Skills

- Sales and Business Development

- Revenue Maximization
- Key account redevelopment and management
- Networking
- Client management
- Market Analysis

Responsibilities

BUSINESS DEVELOPMENT PLANNING AND STRATEGY DEVELOPMENT

- **Develop and Execute a Business Development Plan:** Create and implement a strategic plan to build a robust customer pipeline, focusing on both retaining existing clients and attracting new ones through targeted lead generation and relationship management
- **Goal Setting and Commercial Targets:** Collaborate with senior management to set achievable commercial goals, ensuring alignment with overall business objectives and regulatory requirements
- **Market and Competitive Analysis:** Conduct regular market research and competitive analysis to refine strategies and adapt to changing market conditions
- **Value Proposition Development:** Support the development of a strong business value proposition to retain current clients and attract new customers
- **Market insights and developments:** Continuously monitor market trends and adjust strategies to maintain relevance and competitive advantage

CUSTOMER DEVELOPMENT AND RELATIONSHIP BUILDING

- **Build and Develop Customer Relationships:** Establish strong commercial relationships with existing and potential buyers and suppliers in the petroleum and crude oil sectors
- **Opportunity Identification:** Engage with customers and industry sectors to uncover and act on potential business opportunities, positioning the company for competitive advantage
- **Customer Engagement:** Maintain both in-person and remote interactions to strengthen relationships and proactively identify new opportunities
- **Customer Database Management:** Develop and maintain a comprehensive customer database, ensuring accurate and up-to-date contact information
- **Customer Needs Assessment:** Understand and address customer needs effectively, integrating these insights into the broader business development strategy
- **Promotional Strategy:** Collaborate on, and implement a strong promotional and customer engagement strategy, working with other departments to execute relevant activities
- **Customer Feedback System:** Support a robust customer feedback system, ensuring that findings are reported, and corrective actions are taken as needed.

MANAGEMENT AND OVERSIGHT OF SALES LIFECYCLE

- **Proposal and Contract Management:** Formulate strategic proposals, review quotations, and negotiate contracts to drive cost reductions and revenue growth
- **Registration and Compliance:** Support the registration of services with key industry players, including refineries and national companies, ensuring compliance with relevant standards and regulations
- **Sales Process Optimization:** Work with business departments to

streamline the sales process from customer identification to transaction completion, ensuring efficiency and effectiveness

OPERATIONAL DEVELOPMENT AND STRENGTHENING OF THE BUSINESS UNIT

- **Operational Blueprint:** Develop and maintain an operating blueprint to guide business development efforts and enhance operational efficiency within the BD function
- **Performance Monitoring:** Regularly assesses and monitors departmental performance to ensure alignment with strategic goals and operational efficiency.

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