

Job title: Business Developer with IT Background (Remote)

Company Description

Machi-Kunzult Ltd, a leading Nigerian company, provides a wide range of services including software and full-stack development, data analysis, business consulting, and their flagship product, MachiCare. Our expertise in these areas ensures clients receive top-tier services and access to innovative products aligned with their goals. Our company prioritizes transparent and collaborative client relationships, consistently surpassing expectations and delivering exceptional value.

MachiCare Product Description

MachiCare is a groundbreaking healthcare management system aimed at revolutionizing Nigeria's healthcare industry. It provides comprehensive solutions for healthcare providers, including patient management, electronic health records (EHR), appointment scheduling, billing, and more. By leveraging technology, MachiCare streamlines operations, elevates patient care, and enhances the overall healthcare service delivery in Nigeria.

Role Description

This is a full-time remote position for a Business Developer with an IT background. The role involves identifying strategic business opportunities for Machi-Kunzult Ltd's services and MachiCare product. Leveraging industry trends and IT expertise, the Business Developer will engage potential clients to promote our brand, expand market share, and drive MachiCare adoption in the Nigerian healthcare sector.

Qualifications

- Bachelor's degree in business, marketing, or a relevant field
- Minimum of 3-5 years of experience in business development or marketing in the IT industry
- Strong understanding of the Nigerian IT industry and market trends
- Excellent communication, negotiation, and relationship-building skills
- Ability to work independently, prioritize tasks, and meet deadlines
- Solid knowledge of CRM software, email marketing tools, and digital marketing techniques
- Experience in proposal development, competitive analysis, and market research
- Understanding of project management principles and familiarity with relevant project management software and tools
- Willingness to travel as required
- Strong analytical skills and problem-solving capability

If you think you are a fit, then send your CV to our HR: yetunde.s@machi-kunzult.com