

## The Company

Our client is part of the wider group of one of the world's leading insurance and financial services companies. Their main listing is in London (UK), with a heritage of over 160 years which now has more than 24 million clients worldwide. They are among the most influential and respected investment houses in the world, they also draw from a global reach and expertise in managing client portfolios and ensuring international best practice. They manage assets on behalf of their clients worldwide. They take pride in building trust in the Namibian society by acting responsibly and with integrity. Extraordinary corporate responsibility has played an integral part in maintaining successful relationships with their clients, staff and communities they operate in. Our Client now seeks a dynamic and diverse professional who is able to offer a broad base of experiential and functional skills and possesses the innate ability to be self-driven and have the enterprising personality to identify and expand their retail assets portfolio. This interesting role holds great promise for an aspiring professional.

## BUSINESS DEVELOPMENT MANAGER: RETAIL

### The Position

You will be reporting directly to the Managing Director. This position requires a self-starter with a naturally enterprising disposition who will be the driving force behind generating sales leads and clientele. Your goal will be to drive sustainable growth on the asset register and to forge strong relationships with clients. You should have in-depth knowledge on the business products and value proposition as you engage clients comfortably to assure them, gain their trust and confidence. You will be required to communicate the organisation's services to prospective clients and ensure that you are abreast with local and international trends and deliver on the expectations of all clients. Although you're prudent, you must have the appetite for risk and at the same time be collaborative and proactive to use the Managing Director as a sounding board to bounce off ideas. This position offers you an exciting opportunity and growth, using sound emotional intelligence and understanding of the bigger picture will precipitate your success.

#### Key areas of focus:

- **Business Acumen:** Ensure to develop and secure business for it to be sustainable and that agreed targets are met. Provide input into the cost unit strategy and annual business plans and to see that these plans are executed.
- **Networking:** Attending networking events to identify opportunities and deriving target audiences who are; Independent Financial Advisors (IFA's), Fund of Fund Manager (FoFM), Linked Independent Service Providers (LISP) to set up meetings and explore opportunities.
- **Customer Relationship Management:** Build harmonious relationships. This aspect hinges on your experience and knowledge from a technical perspective but also from a contextual economic perspective by assuring your client and managing risk.
- **Business Development/ Sales Plan:** Determine the specific opportunities to increase revenue development. Liaise with client on current and future requirements of the clients. Determine a specific approach to maximise revenue.
- **Enterprising:** Have in-depth knowledge of business products and value proposition to engage with people from diverse backgrounds in order to gain the necessary respect.
- **Research & Development:** Research business opportunities and viable income streams and follow industry trends locally and internationally to identify and map business strengths and client needs.
- **Targets:** Drive specific targets by developing and establishing ways to secure and grow the asset register.
- **Reports:** Formulate monthly written reports prior to board meetings.
- **Market Share:** Determine the market share of the company's services vs competitors. Develop a specific database system for comparative information.

### The Person

#### Minimum requirements:

- Must have a Financial Degree with experience in asset management with special focus on retail development or a BA Degree. Must have the capability and appetite for asset management.
- Knowledge of core business development and sales principals in the professional services environment or similar.
- 3-5 years in a corporate environment.
- Strong business development experience within the asset management industry.
- Self-starter who takes ownership of workload with a hands-on approach.
- Competent in the use of Microsoft office.
- German speaking will be an added advantage.
- Be prepared to travel within Namibia and to South-Africa when required.
- Must be a Namibian Citizen.

#### Competency requirements:

- Intellectual and highly technical with good conceptual ability.
- High level of independence.
- Strong emotional intelligence and grounded individual.
- Interpersonally bright; able to work in a team and on the periphery of a team.
- Must be able to have harmonious relationships.
- Analytical and must have an eye for detail.
- Have sound business acumen.
- Critical thinker and problem-solver.
- Highly flexible to do menial tasks in a small set-up.
- Good negotiating skills.
- Ability to work independently and drive business outcomes.
- Effective planning skills with ability to see the big picture.
- Strong work ethic and ability collaborate effectively.
- Highly motivated, quick learner and self-starter with a great sense of urgency and responsibility.
- Results driven and excellence oriented.
- Enterprising, engaging and hands-on.
- Engaging and sociable to win the confidence of others.
- Have the highest standards of ethics and integrity, and be able to manage confidential information as well as sensitive relationships.

### Interested?

Our client offers an attractive package commensurate with qualifications and experience. The closing date is 8 February 2019 and suitably qualified Namibian individuals are encouraged to apply. We request that you e-mail your CV to [cameron@potentia.com.ng](mailto:cameron@potentia.com.ng) for the attention of **Mr Cameron Kali**. If you have not received an acknowledgement of your application within 2 working days, please contact us on 061 381 000. Kindly be advised that **all applications will be handled exclusively by Potentia and all selected incumbents will be required to undertake an assessment test. Only electronic CV's will be accepted.**