

BOHEMIAN SMARTLYTICS LIMITED

Job Description

Business Development Executive – Mobile & Web technology

To apply, kindly complete the [form](#).

Our Role:

In efforts to mobilise our strengths and capitalise on our capabilities, we are pleased to announce that we have an opportunity within our highly successful Digital Transformation team. Our aim is to grow our existing strong base of clients and core business through increased sales focus, driving the growth strategy, and delivering sales and revenue targets. This role is instrumental in ensuring Bohemian Smartlytics achieves these objectives with a specific focus on selling web/mobile application and digital transformation services across health, government, and other sectors.

We are looking for an exceptional individual capable of navigating the web/mobile application and Digital Transformation Services ecosystem with a wealth of contacts and connections in the market. Capable of initiating discussions at C suite level, developing long-lasting customer relationships and gaining referrals with new and existing accounts. You will have a deep understanding of the needs of various stakeholders and be able to marshal the right resources with or without direct authority.

This is an independent contributor role with wide-ranging and often complex responsibilities, which call for a depth and breadth of business knowledge beyond the business development discipline.

- The role will be responsible for managing the entire sales lifecycle and driving revenue by prospecting, acquiring, and developing new and expanding business with direct clients.
- Building on known industry connections, you will develop a growth pipeline, proficient in closing deals, preparing statements of work, and finalizing contracts.
- Connecting with clients and forming strong trust relationships which open doors and close deals.
- You will be familiar with selling global on/offshore solutions, working with global delivery centres. With a demonstrable proven track record of success selling web/mobile application and Digital Transformation Services in market, with solid new business development experience with impressive deals.
- With previous, solid sales experience and a flair for closing deals, you will thrive working with colleagues in a wider team leveraging innovation and exciting customers with your enthusiasm.
- Your strong connections and your tenacity to be an assertive partner, along with your background in high value web/mobile application and Digital Transformation Services will attest to your credibility with senior stakeholders and clients.
- You will have the opportunity to be able to support, shape and grow our services within a global business.
 - You will conduct market research to identify potential clients and opportunities in the health, government, and other sectors.

BOHEMIAN SMARTLYTICS LIMITED

Day to day, you will:

- Identify strategies to increase sales volume while ensuring client satisfaction is achieved.
- Understand how our web/mobile application and Digital Transformation Services and custom applications offerings can solve pressing client problems and present these in a compelling way working with subject matter experts and strategies.
- Manage customer relationships for new and existing accounts.
- Scope, acquire, develop, and expand business leads,
 - Working closely with our Social Media and Digital Marketing coordinator, use various channels to attract, develop and grow business partnerships, including but not limited to using social media (focus on LinkedIn) as well as direct marketing.
- Achieve quarterly and annual revenue and profit targets by increasing the profitability of a portfolio of accounts.

About You

- Minimum requirement is completion of A-levels/ OND/ Secondary education. Desired Higher education.
- Due to the nature of the job, we prefer candidates with proven experience selling web/mobile application and Digital Transformation Services in a (healthcare) services or consulting environment.
- Passion for technology
- Excellent verbal and written interpersonal skills
- Great marketing, sales, communication skills
- Excellent negotiator
- Strong presentation skills and customer-first growth mindset
- Experience selling a range of deals from early consultancy pieces through transformation into large managed services deals is key.
- An understanding of the advantages of a global delivery capability and the ability to leverage it in sales pursuits will be a significant advantage. At a minimum, you will have sold multi-year work into clients with tangible business outcomes which can be described.

About Bohemian Smartlytics

At Bohemian Smartlytics, we revolutionise healthcare by leveraging cutting edge digital solutions and data science for medical conditions and diseases by connecting every stakeholder into one patient-centric system.

We bring all stakeholder groups and harness the power of AI and data science to create a single patient-centric system, fostering collaboration, enhancing information sharing, and, above all, advancing healthcare. When all the data and all the people involved in care are connected, better outcomes emerge for the patient, and all stakeholders can work more efficiently, effectively and with satisfaction.

Enjoy your career!

BOHEMIAN SMARTLYTICS LIMITED

Learn more and apply here!

<https://forms.gle/dXPriWbBqydPrXN49>