



## **Job Vacancy-Business Development Associate**

WYLDE International is a professional services consulting firm that works with ambitious entrepreneurs seeking to grow and scale their businesses while delivering impactful products and services to their customers.

WYLDE is looking for a **Business Development Associate** to grow its flagship transformational entrepreneurship program - SCALERIZER. He/she will acquire new clients and help entrepreneurs unlock the best-fit strategy for their businesses.

### **Duties and responsibilities**

1. Conduct market research and analysis to understand clients' requirements
2. Identify prospective clients, recruit and onboard them
3. Cultivate strong relationships with new clients, while maintaining existing client relationships
4. Develop and maintain a database of prospective clients through our in-house system
5. Pitch for the strategy product to prospective clients, generate and close leads
6. Support all engagements throughout the customer journey
7. Proposal development for potential client engagement
8. Assist in conducting research, identifying client gaps, and proposing solutions
9. Lead clients toward developing organizational strategies and business plans
10. Assist in the provision of advisory support and coaching to clients
11. Write reports on client performance and progress
12. Leverage partnerships to grow the WYLDE brand and generate leads
13. Support all client engagement activities in the department.

### **Person's Specifications**

1. Excellent ability to sell WYLDE products and services
2. BDS Training is an advantage
3. Understanding of general entrepreneurship concept and strategy development
4. At least 3 years of experience working in strategic or management consulting
5. Demonstrated leadership experience
6. Strong client management and interpersonal skills
7. Ability to identify new business opportunities and generate leads
8. Good communication, listening, and presentation skills
9. Ability to conduct market research and analysis under limited guidance
10. A degree in a business-related field from a recognized university.

### **How to Apply**

If interested, please send your CV to **recruitment@wyldeinternational.com** by **Tuesday 14<sup>th</sup> November 2023** indicating **'Business Development Associate'** in the subject line. Only shortlisted candidates will be contacted. WYLDE International is an equal opportunity employer.