

- Do you think that you are innovative and pro-active?
- Are you different or extraordinary than others?
- Do you want to make a big impact in the lives of young people in Sierra Leone and contributes to nation building?

If your answer is yes, then we have an exciting and challenging opportunities for you. Come forward and take the challenge.

We are Sensi Tech Innovation Hub Center in Sierra Leone, building a technology innovation community in Sierra Leone that will drive economic and social development through providing an open and stimulating community hub for young technologists and entrepreneurs to come together, develop their ideas and access cutting-edge tech, events, incubation programmes, networking, training and jobs. Our mission is to create an open community space where technology and entrepreneurship intersect, to help build the next generation of innovative solutions and businesses in Sierra Leone.

We strive to represent the next generation of agents of this change. Sensi is built on a highly collaborative and community driven model. We facilitate the mentoring, skilling, generation of, and exposure to novel ideas needed to foster a more innovative, technological, business and community driven solutions to the livelihoods challenges faced in Sierra Leone. Our approach is to always learn and evolve, so that we can constantly improve in the area we work in, and create impact.

Currently we are looking to recruit for the following position:

**Position title:** Business Development Officer  
**Category:** Consultancy Contract Position (6 months)  
**Reports to:** Hub Manager  
**Business:** Sensi Tech Hub  
**Location:** Freetown Sierra Leone

The selected candidate will work with Sensi Tech Innovation Hub Center team. The post holder will be responsible to provide various functional support to the implementation of the Centre programme activities in Freetown and other operational areas. They will have to participate in all key decisions relating to their work situations and analysis and play a

strategic role in the development and implementation of Centre project and grants activities, data collection, inputting and processing as maybe required.

## **Summary**

Sensi is looking for a motivated business development officer to develop and implement growth strategies for the achievement of revenue goals. Candidates should have the right blend of analytical talent and business know-how. Successful applicants should be team players who not only understand how to identify a new market opportunity, but also know what it takes to lead a team forward and realize that opportunity. We're especially looking for someone with great communication skills, as you'll be expected to interact with shareholders, executives and clients on a daily basis. Preference will be given to candidates who plan to stay and grow with our company for the foreseeable future.

## **Key Responsibilities**

- Analyze current and past financial data, such as sales reports, and provide strategies to cut costs and increase revenue.
- Perform market research to identify new opportunities and engage with executives to establish strategies for pursuing those new opportunities.
- Create and improve proposals for our existing and new clients.
- Prepare the company budget and continually track expenses, as well as make sure we're on track to hit revenue targets.
- Provide training and mentoring to members of the business development team.
- Develop and deliver pitches for potential investor.
- Build strong relationships with customers, outside business contacts, and company stakeholders.
- Collaborate with colleagues and peers on the sales, marketing, and product development teams to improve overall customer experience and satisfaction.
- Stay up to date on company best practices, policies, products, pricing, and promotions
- Increase overall sales efficiency and profitability through excellent salesmanship

## **Requirements and Qualifications**

- Bachelor's degree in marketing, finance, accounting or related field.
- Equivalent experience in related field acceptable as well (example: five plus years in a sales or business development environment)



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- Excellent interpersonal and communication skills (both verbal and written)
- Familiarity with relevant software, such as Microsoft Office Suite
- Critical thinking, analytical and organizational skills — you must have an eye for detail!
- Creatively-minded, good at thinking 'outside the box'
- Skills of persuasion
- Great leadership skills.
- The ability to travel to meet clients, attend conferences and research new markets as needed.

### **Salary/Benefits**

To be determined based on experience.