



Do you believe that companies need better ways to enable their teams to perform?

Do you envision that innovative start-ups and SMEs will create the future?

Would you like to develop and manage talent in alignment to business strategy?

Have you answered yes to all of these?

## We are looking for a External Relations & Business Development Coordinator!

Thousands of small, ambitious and growing organizations are designing innovative solutions to key issues facing society. Millions of professionals seek a career in which their talent contributes to building something meaningful.

At **edge** we are passionate about improving organization's performance through building high-performance teams, ultimately building a "Thank God, it's Monday" society.

### About edge

Since 2005 edge has supported young companies in getting their teams right. In East Africa since 2014 we have grown beyond Nairobi quickly, and have worked with entrepreneurs from Eastern Congo to Northern Tanzania enabling them build their capacity in HR strategy, talent recruitment, performance management and organization culture,.

In Kenya we work with clients from Migori to Lodwar to South Coast thinking through what teams and organization culture will help them achieve their objectives and strategies. Our over 60 clients are happy with our services and we are now exploring how to deliver the same and much more to a wider range of organizations



Our path to becoming the trusted partner for growth-oriented enterprises around talent-related questions, such as putting the right people on the right job, consciously enabling performance, choosing and implementing systems and processes is quickly taking shape!

### About the role

As the ER & BD coordinator, you will **create and lead the execution of strategies** to position our brand more visibly to potential clients, as well as drive our client pipeline development and management. You will also lead in **driving customer centric needs analysis** feeding into product design to create transformational long term talent solutions for our clients.

Your responsibilities will include:

- o Understand and capture the needs, pain points and ambitions of investors, business founders and owners, social entrepreneurs, managers, employees and employees, job seekers across East Africa through research and networking, looking at the big picture and the details.
- o After gaining an in-depth understanding of the unique value proposition of edge's products, lead in creation and implementation of strategies to position this to our potential clients
- o Develop and manage a pipeline of clients and partnerships, ensuring you are consistently working towards meeting your targets
- o Lead explorative and analytical conversations with clients during the sales stage to fully

understand their needs and desired value and partner with the delivery team to design customized talent solutions that create long-term impact for the organization

- Coach and mentor existing team members to enhance and build their business development skills
- Contribute towards product packaging and pricing in a way that offers value to our clients
- Consistently be on the lookout for partnership opportunities with various ecosystem players for win win partnerships
- Learn and unlearn consistently what the market needs and doesn't need, and keep feeding these into overall organization strategy and product development

## Who we are looking for:

- You believe that great workplaces have a long term impact on the overall well-being of our society and economy
- You love what you do! And you do it remarkably well and with great enthusiasm!
- You have demonstrated in the past that only by listening and understanding the root of the problems can one be able to create real impactful solutions
- And you of course have some BD experience let's say 2-4 years, with a good track record of deals closed in the b2b space or in solution selling
- You believe and see the potential for growing businesses and organizations in East Africa and beyond as a key driver for addressing key challenges we facing in poverty, health, environment, education, unemployment etc
- You have some exposure/ interest with start-ups, SMEs or small NGOs and other ambitious and growing organizations across East Africa. You can't wait to dig in to help these organizations grow and achieve their potential!
- You have done your research about edge and believe in what we do, and are excited to continue growing your career in the best work place yet!
- You love learning and stretching your comfort zone into new horizons



## Why join edge?

- Because we're transforming the world of work in Kenya and globally.
- Experience the world of start-up and grassroots impact and leave your mark in young ambitious organizations.
- Work in an international team with a high commitment to teamwork and learning
- Stretch your entrepreneurial muscle: You will report to the founders and be included in exciting strategic and business-critical conversations.
- Join flexible and passionate people that value your talents!



#### Logistics:

- Work from our Kilimani office with client meetings around Nairobi.
- Home office option available after probation, as long as you're able to collaborate and achieve results virtually
- edge is a young company, be prepared to deliver with limited resource

#### Want to apply?

- ✓ Check out edge's website and services - Do you like what you see? Can you imagine selling these services?
- ✓ Submit your application by filling this survey [http://bit.ly/BD\\_edge](http://bit.ly/BD_edge)
- ✓ Send your CV (max 2 pages!) in PDF format to [join-us@edgeperformance.co.ke](mailto:join-us@edgeperformance.co.ke) with subject "Sales & BD Coordinator". The file name of your CV should start with your first name followed by your surname e.g. Anita Miles CV.pdf Only CVs in the right format will be considered
- ✓ Apply AS SOON as you see this. Selection will take place on a rolling basis!