

JOB VACANCY

HDC(161)-HR/IU/2020/167
10th September 2020

Senior Product Development Officer Business Development, Marketing & Sales

MINIMUM QUALIFICATION & REQUIREMENT

Bachelor's Degree or MNQF Level 7 Qualification in relevant field with minimum 2 years' experience in relevant field.

OVERALL SCOPE

Responsible for managing and carrying out the product development function of the Corporation.

SCOPE OF WORK

- Develop, review, amend and implement policies and SOP's related to product development function on a timely manner as instructed by HOD.
- Conduct market analysis and survey on products to identify trends, need for product development and develop product ideas.
- Conduct market research of the products in development stage and determine expected customer satisfaction and product performance.
- Formulate strategies to drive company's product offerings and work to achieve the strategic plans established to reach sales target.
- Monitor and evaluate product performance and advise on change to improve efficiency.
- Lead and coordinate contract negotiations for a successful close.
- Prepare reports by collecting, analyzing and summarizing the information as directed by the supervisor.
- Track and review actual sales results, weighing them against the set targets to determine the effectiveness of sales initiatives and implement necessary changes and solutions.
- Conduct regular research, keep up with trends and best practices.
- Determine the product development budget as well as appropriate internal budgetary allocations collaborating with relevant departments.
- Establish sales objectives by forecasting and developing annual sales quotas; projecting expected sales volume and profit for existing and new products/sales.
- Build and maintain a strong relationship with the customers.
- Assist to prepare request for Proposals (RFP's) and bidding documents for commercial projects and implement transparent processes.
- Maintain good knowledge of Company's products and services.

JOB SKILLS AND SPECIFICATIONS

- Considerable knowledge of principles of sales, product development and marketing.
- Should possess knowledge of product development strategies and industry benchmarks.
- Familiar with a variety of the field's concepts, practices and procedures.
- Should possess leadership skills.
- Should possess analytical and problem-solving skills
- Should have strong Interpersonal Skills to deal with internal and external parties.
- Should be well organized, detail-oriented, forward thinking and proactive.
- Should possess outstanding writing skills, presentation skills and verbal communication skills.

SALARY PACKAGE:

Gross Salary between 19,500.00 to 22,800.00 based on qualification and experience.

Application Process:

Send the Job application along with your CV, copies of accredited certificates, Job reference letters, Police Report and ID card or Driver's License copy via the link (<https://rb.gy/tjqrab>). For any additional queries please contact to 3355305.

Application Deadline:

Date: 16th September 2020 (Wednesday)

Time: 14:00hr