

Caribbean Nazarene College, Trinidad and Tobago

Position: Business Development Manager

Job Summary

The Business Development Manager shall develop and implement marketing strategies that would brand and position the CNC as the preferred institution for higher education in the region. The incumbent shall develop and implement business initiatives aimed at widening the income portfolio to meet the strategic objectives of the College.

Reporting relationship

The incumbent will report to the President of the College.

Some Key Duties and Responsibilities

1. Create and lead the College business development strategy by engaging and influencing key stakeholders and policy makers both internally and externally, to further the business of the Institution.
2. Develop and implement initiatives to strengthen the College brand.
3. In collaboration with the DOAA, lead the deployment of the College programme offerings, so as to widen the institution's reach in the market place.
4. Identify, promote, develop and exploit innovations and expertise arising from research at the College.
5. Establish a wide network of relationships for the College in order to champion the development of business within the College, and to promote the opportunities the College can offer to industry, business and the public sector within the region.
6. Manage the fiscal affairs of the Department.

Minimum Qualifications

Masters in Business Administration

Knowledge of marketing strategies

Five (5) years post qualification experience with 2 years at a senior management level

Any equivalent combination of training and experience

Skills and Competencies

Excellent communication skills

Business acumen

Strong leadership skills

Strategic and creative vision

Strong interpersonal skills