Business Developer

contact@effitalents.com

Phone : Web :



Job Summary

Vacancy:

Deadline : Dec 05, 2025 Published : Nov 05, 2025

Employment Status: Full Time

Experience: Any

Salary:

Gender: Any

Career Level: Top Level

Qualification:

Responsibilities:

- Understand the company activities, key differentiators and commercial strategy
- Develop an international network in camp management services in Africa, including decision-makers
- Understand market opportunities, timelines, business volumes
- · Understand key differentiators to win and retain business
- Drive decisions to bid, based on a clearly documented business case
- Partner with the Country Director, bid centre, and company leadership, and act as a focal point during tenders and negotiations
- When needed, **organise visits** of key international sites, and **coach internal resources** to demonstrate excellence to **clients** and **prospects**
- · Identify and propose partnerships and commercial agreements with key players
- Strengthen the company position in the region through interventions in forums and industry events (oil & gas, mining, EPC)
- Assist in negotiations with existing clients in the region and outside when relevant

Requirements:

Education:

- · Engineering diploma specialized in mining, or Masters degree in Business Management
- Fluent in Mandarin and English, French a plus

Experience:

- 5 to 10 years of experience
- International experience in a sales position

Personal Skills:

- Superior interpersonal skills
- Drive to win
- Results-oriented
- · Autonomy and sense of responsibility

Advantage:

- **Net salary**: €1,500 x 14 months.
- Attractive variable commission system, with performance bonuses for pre-sales and cross-selling.
- Meal card and health insurance included.
- Employment contract with **flexible hours**, within Portugal's standard schedule (9 am to 6 pm, 1-hour lunch break).
- 22 working days of paid vacation per year.
- Real opportunities for growth and continuous training.
- Informal, collaborative, and results-oriented work environment

Your recruiter:

Aline Senior Talent Acquisition Specialist @ Effitalents.

Feel free to contact her for more information!

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Must Have

Educational Requirements							
Compensation & Other Benefits							