

Business Developer

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Phone :

Web :



Job Summary

Vacancy :

Deadline : Dec 05, 2025

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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!

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
