



## **Business Development Representative**

### **About This Job**

GeoPoll is the largest mobile survey platform in the emerging markets, with a database of over 200 million users in Africa and Asia. We're looking for someone to dedicate themselves to helping us identify and sell to new clients and maintain positive, ongoing relationships with them. The ideal candidate will be an efficient self-starter capable of creating and executing a sales pipeline who is excited to work within a fast-growing technology company.

### **About GeoPoll**

GeoPoll is a growing company of over 60 passionate, smart people from around the world. We leverage the mobile phone to track media ratings, brand health, and key performance indicators for clients including local and international media houses and brands, research agencies, and NGOs. If you share this passion, and you have a track record in ad sales, research sales, or other commission-based sales, we want you to consider making GeoPoll your next home.

### **Your Responsibilities:**

- Support business development initiatives that are consistent with company strategy.
- Active outreach to targeted client accounts to sell, upsell and maintain positive relationships.
- Prepare and submit sales proposals, pricing and service agreements for both custom GeoPoll surveys and GeoPoll data products including Kantar-GeoPoll Media Measurement.
- Work closely with research team to determine project feasibility and communicate accurate methodological information to clients.
- Liaise with internal teams to transition contracted work to operations, finance, and client services teams.
- Monitor competition by gathering current market place information.
- Conduct timely and accurate reporting of leads, proposals, etc., to monitor goals against actual results.

### **Your Background**

- At least 2 years professional experience with at least 1 year working in ad sales, software sales, research sales, or another sales position.
- 1 year conducting ad sales for a prominent TV or radio station is strongly preferred.
- Experience working with research agencies, brands, or media stations strongly preferred.
- A strong self-starter with the ability to work independently and as part of a team.
- Excellent attention to detail and organizational skills with the ability to follow through and execute on tasks in a pro-active, timely manner.
- Excellent verbal and written communication skills.
- Experience with MS Word, PowerPoint, Excel required.

### **To Apply**

GeoPoll is currently hiring Business Development Representatives in Cameroon, Cote D'Ivoire, the DRC, Ethiopia, Ghana, Kenya, Mozambique, Nigeria, South Africa, Tanzania, Uganda, and Zimbabwe.

To apply send a cover letter and resume to [jobs@geopoll.com](mailto:jobs@geopoll.com) with the position name and country in the subject line. Ex: "Business Development Representative – Kenya"