

<https://lingtonandbernie.com/job/business-development-officer/>

Business Development Officer

Description

We are seeking an experienced Business Development Officer to identify, develop, and execute growth opportunities in our company. The successful candidate will have a strong network and understanding of our company, with a proven track record of driving revenue growth and closing deals.

Responsibilities

- Develop and implement business growth strategies to expand our presence in the Industry.
- Identify and pursue new business opportunities, including partnerships, joint ventures, and acquisitions.
- Build and maintain relationships with key stakeholders, including Energy Oil and Gas operators, service companies, and industry partners.
- Conduct market research and analysis to stay informed about industry trends, competitors, and emerging technologies.
- Collaborate with cross-functional teams, including sales, marketing, and operations, to develop and deliver tailored solutions to clients.
- Negotiate and close deals to meet or exceed sales targets.
- Develop and manage a pipeline of potential clients and opportunities.
- Provide market feedback to internal teams to inform product development and marketing strategies.
- Prepare tenders for contracts Energy, Oil and Gas companies; and much includes but not limited to Contracts of interest to the company.

Qualifications

Qualification: BA/BSc/HND , MBA/MSc/MA

Experience: Must have at least 3 years work experience

- Strong interest in business development, sales, and emerging market trends.
- Basic understanding of market research, client outreach, and customer relationship management.
- Willingness to research new industries and explore innovative methods for improving business efficiency.
- Familiarity with digital tools for presentations and reporting.
- Exposure to or interest in proposal writing, business presentations, and partnership development.
- Ability to work independently with minimal supervision while also contributing effectively within a team.
- Strong organizational, problem-solving, and communication skills.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook, Visio) and an eagerness to learn new business and AI-powered tools.

Hiring organization

Lington & Bernie Consulting Limited

Employment Type

Full-time

Date posted

September 23, 2025

Valid through

30.10.2025