

Uganda Main Post Office ,Plot 35 Kampala Road,Annex 3rd Floor,Office No 329A.
P.O BOX 11353 Kampala Mobile +256 701 556 078 /782 556 078 Email;
info@globivate.com Website ; www.globivate.com Date 03/05/2011

**YOUR OPPORTUNITY IN GLOBIVATE FOR
RELATIONSHIP MANAGER BASED AT HEAD OFFICE KAMPALA (5 PEOPLE)**

Job Title; Relationship Manager
Reports to: Business Development Manager
Department: Project Management
Position type: Contractual

WHO WE ARE?

GLOBIVATE is an organization dedicated to building the world's most valuable resource - its people. Our Team is committed to providing dynamic, inspirational and transformational programs that will institute a culture of excellence, good leadership and teamwork in organizations. GLOBIVATE seeks to recruit competent professional,experienced individuals committed to contribution to the achievement of organisational vision of becoming the leading worlds' premier management consulting, motivational, event management and speaker promotional firm with an influential global network for business opportunities"

JOB PURPOSE:

To identify, formulate, generate and grow business opportunities and to implement sound growth strategies that will maintain strategic customer relations and ensure growth in sales

SPECIFICATIONS

a)Education

- Bachelors Degree in BBA, BAA or a related field is required.
- Computer related qualification is a bonus/an added advantage

b) Experience

- The candidate should be having two years working experience in marketing.

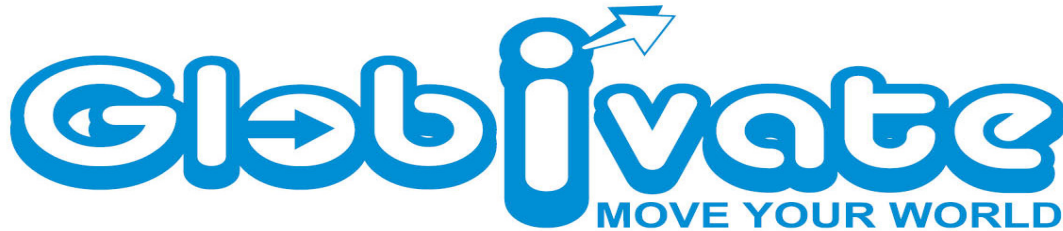
c) Personal Attributes / Interpersonal Skills

- Knowledge of internet, computer software and web hosting and design
- Strong leadership and motivational abilities
- Computer literacy In Microsoft Excel and Word
- Drive for results
- Well spoken and written English
- Presentation skills
- Ability to supervise others and work under minimal supervision
- Strong Time Management Skills
- Strong Coordination Skills

DUTIES: THE SUCCESSFUL CANDIDATE WILL BE RESPONSIBLE FOR THE FOLLOWING

- Responsible for the sales function and ensuring appropriate marketing and sales strategies
- Establishment and consolidation of substantial market share consistent with company plans and objectives
- Identify, initiate and progress new business opportunities
- Conceptualize, structure and execute initiatives to develop the business in new markets, including product development

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- Ensure all logistics in connection to the organization events as per calendar are adhered, that include fund raising, Ticket selling, Partnership Sourcing, Coordination of facilitators, Public awareness and necessary materials.
 - Organize conferences and events
 - Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlet.
 - Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
 - Recommends changes in products, service, and policy by evaluating results and competitive developments.
 - Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
 - Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
 - Contributes to team effort by accomplishing related results as needed.
- Other duties as assigned.

KEY LEARNING AREAS

- Learn a lot about Event management and education challenges head on in Uganda
- Learn how to manage time and how to prioritize
- Professional selling and presentation skills
- Improving your confidence and self esteem
- The engagement is continous and stands achance to be invovled in other new extraordinary projects starting in africa
- Learn how to stay focused on the main objective of the role
- Learn a lot about starting and managing a global company

SPECIAL REQUIREMENTS/ADDITIONAL INFORMATION

We are looking for a self motivated team player ready to work with people of different cultures and backgrounds.

Apply for this job

If your career aspirations match these challenging and exciting roles, please email your application quoting the relevant job title by 12th may 2011 to info@globivate.com

Please attach your CV containing an e-mail address, daytime telephone contact, qualifications, experience, present position, names and addresses of three referees. All applications should be sent via email.

Applicants should be nationals of the EAC member states. Only short listed applicants will be contacted.

Email Or Address to;

Managing Director;

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