

Job Advert: Business Development Manager – Corporate Security

Position: Business Development Manager - Corporate Security

Location: Nairobi, Kenya

Company: Castor Vali Africa

About Castor Vali

Castor Vali is a leading international security and risk management company that provides tailored solutions to clients across various industries. Our comprehensive services include energy and maritime security, geopolitical intelligence, and corporate security solutions. We are committed to delivering exceptional service and safeguarding our client's interests in complex environments.

Role Overview

We are seeking a dynamic and experienced Kenyan/East African Business Development Manager to join our Corporate Security team. The successful candidate will play a pivotal role in driving the growth and expansion of our Corporate Security Services, working closely with the Director of Corporate Security Services and other key stakeholders. This role requires a strategic thinker with a strong background in business development, particularly within the security industry.

Key Responsibilities

Drive Corporate Services Sales and Revenue

Support the Corporate Security department in achieving sales targets and revenue growth in line with Group expectations. Actively pursue new business opportunities and manage the sales pipeline to ensure consistent revenue generation. A key focus will be on the local and regional markets and recurrent revenue clientele.

Identify Business Opportunities and Key Service Line Returns

Collaborate with the Director of Corporate Security to identify and capitalise on new and existing business opportunities, focusing on high-potential service lines. Support analysis on market trends and client needs to inform the development of services that drive business growth.

Ensure Effective Service Delivery

Coordinate with Entity Managers and operational teams to ensure the seamless delivery of services that meet or exceed client and contract expectations. Monitor service quality and implement improvements to enhance client satisfaction.

Support/ Manage Key Strategic Partners and Relations

Identify, develop, and maintain relationships with key stakeholders, including clients, partners, and industry influencers. Foster operational partnerships that support the growth and sustainability of the corporate business line.

Achieve Sustainable Recurrent Corporate Revenue Streams

Identify and target key revenue opportunities within Corporate Security Services that offer long-term sustainability. Assist with strategies to secure recurrent revenue streams that support the company's long-term success.

Skills, Qualifications and Experience:

- A minimum of 5 years of experience in business development, with a focus on corporate security or related services.
- Proven track record of supporting sales targets and driving business growth in a competitive environment.
 - Experience in the wider East Africa region is advantageous.
- A Bachelor's degree in Security Management or a related field is preferred (not mandatory).
- Excellent communication, negotiation, and relationship-building abilities.
- Ability to work independently and as part of a collaborative team.
- Knowledge of the security industry and its market dynamics.
- Highly motivated, results-driven, and proactive.
- Strong organisational skills with the ability to manage competing priorities.
- High level of integrity and professionalism.

Benefits

Competitive salary with performance-based bonuses.

Comprehensive health benefits.

Opportunities for professional development and career advancement.

Supportive and dynamic work environment.

Flexible work conditions.

How to Apply

Interested candidates are invited to submit their resumes and a cover letter detailing their relevant experience and qualifications to recruitment@castorvali.com. Please include "**Business Development Manager - Corporate Security (Kenya) Application**" in the subject line.