

# Head of Business Development

EPPC Kosovo is recruiting a **Head of Business Development** on behalf of our client, a **leading company in the financial services industry**.

## Essential responsibilities:

- Plan, organize, control, implement, and evaluate all operations related to the Business Development and Marketing Department.
- Develop policies and procedures for the smooth functioning of the department, ensuring alignment with the corporation's interests.
- Utilize advanced knowledge of the financial services market and money transfer sector in Kosovo, including competitor analysis and identifying new growth opportunities.
- Stay updated on the latest trends and innovations in the financial sector, implementing effective strategies that contribute to business development.
- Develop and implement successful strategies for business growth, expansion, and service improvements.
- Participate in assessing and improving departmental performance, identifying areas that require changes or improvements.
- Regularly contact, supervise, and support agents, preparing periodic reports on agent activities and departmental achievements.
- Oversee the development and execution of marketing activities and campaigns aligned with business needs, ensuring strategic impact and effectiveness.
- Provide leadership and guidance to the department, motivating team members and identifying professional development opportunities.

## Qualifications and competencies required:

- University degree in Business Development, Business Management, Marketing, or related fields.
- Significant experience in business development and marketing, preferably in the banking or financial services industry.
- Strong leadership and team management skills to guide and motivate staff.
- Advanced strategic thinking skills with the ability to develop plans aligned with corporate goals.
- Deep understanding of financial regulations, particularly related to banking and electronic money services.
- Expertise in marketing, including digital marketing, brand management, and campaign execution.
- Fluency in English and Albanian is required; Serbian is preferred but not mandatory.

## Facts and Figures:

<b>Position:</b>	Head of Business Development;
<b>Location:</b>	Prishtina District;
<b>Salary:</b>	Competitive;
<b>Contract:</b>	According to Labor Law of Kosovo;
<b>Deadline:</b>	06.10.2024.

## How to apply:

To apply, please send your CV and supporting documents, specifying **"Head of Business Development"** in the subject line, to:

[kosovo@eppc.al](mailto:kosovo@eppc.al)

Only candidates who meet the qualifications will be contacted by EPPC Kosovo.