

WE ARE HIRING

Business Development and Partnerships Manager

Movemax Logistic LTD | Kigali, Rwanda

Job Title	Business Development and Partnerships Manager
Company	Movemax Logistic LTD
Location	Kigali, Rwanda, with field travel as required
Reports To	Managing Director
Department	Business Development and Partnerships
Employment Type	Full-time
Application Deadline	10 th August 2026

About Movemax

Movemax Logistic LTD is a growing Rwandan company providing market access, logistics support, sales agent management, casual labor management, temporary staffing, field operations, distribution support, contract implementation, payment support and last-mile service delivery for institutional clients.

Movemax is building a strong sales agent model designed to help companies reach customers closer to the district, sector, cell and village level across Rwanda. Through this model, Movemax supports partners to expand market presence, improve last-mile access, manage field teams, collect market intelligence and convert opportunities into sustainable revenue.

Role Purpose

The Business Development and Partnerships Manager will lead Movemax's growth agenda by identifying new business opportunities, developing strategic partnerships, representing the company, managing stakeholder relationships and converting commercial opportunities into long-term contracts.

Key Responsibilities

Business Development and Growth

- Identify new business opportunities aligned with Movemax services and growth strategy.
- Develop a strong pipeline of potential partners, clients, institutions, NGOs, private companies and product suppliers.

- Promote Movemax's sales agent model as a solution for companies seeking market access at district, sector, cell and village level.
- Convert leads into meetings, proposals, negotiations, partnerships and signed contracts.
- Support the development of commercial offers, concept notes, proposals, presentations and partnership models.
- Track business opportunities, tender opportunities, client needs, deadlines and follow-up actions.

Partnership Development

- Build strategic partnerships with companies selling products or services that need last-mile distribution and market expansion.
- Engage organizations in sectors such as energy, agriculture, FMCG, financial services, logistics, retail, hospitality and development programs.
- Develop partnership models such as sales agent model, franchise model, distribution support, field workforce management and logistics backbone services.
- Represent Movemax in meetings, networking events, client visits, stakeholder discussions and negotiations.

Client and Stakeholder Management

- Act as a key liaison between Movemax and potential or current clients.
- Maintain strong relationships with partners, customers, government stakeholders, NGOs, suppliers and field teams.
- Understand client needs and translate them into practical Movemax service solutions.
- Ensure professional communication, timely follow-up and strong client experience.
- Support contract renewal, client satisfaction and long-term relationship management.

Market Intelligence and Commercial Strategy

- Conduct market research to identify demand, competition, pricing and partnership opportunities.
- Collect insights from field agents, clients, customers and market actors.
- Support pricing analysis, proposal development and business case preparation.
- Advise management on new sectors, regions, products and partnership opportunities.
- Monitor competitor activity and recommend strategies to strengthen Movemax's market position.

Sales Agent Model Development

- Support the structuring, expansion and commercialization of Movemax's sales agent network.
- Identify companies that can benefit from access to Movemax's decentralized field network.
- Work with operations teams to ensure that proposed partnerships can be implemented practically.
- Help define agent incentives, reporting tools, performance indicators and client reporting needs.

Required Qualifications and Experience

- Bachelor's degree in Business Administration, Marketing, Economics, Management, International Business or a related field.

- At least three (3) years of experience in business development, sales, partnerships, client relationship management, project development or commercial operations.
- Experience in logistics, market access, distribution, field operations, FMCG, development programs or institutional services is an added advantage.
- Strong experience in client engagement, proposal development, negotiation and follow-up.
- Good understanding of Rwanda's business environment and field-level market structures.

Required Skills

- Strong communication and presentation skills.
- Excellent negotiation and relationship-building skills.
- Strategic thinking and commercial awareness.
- Ability to identify opportunities and convert them into revenue.
- Strong writing skills for emails, proposals, concept notes and reports.
- Good planning, follow-up and deadline management.
- Confidence in meeting senior stakeholders and representing the company professionally.
- Ability to work independently and take ownership of results.
- Good computer skills, including Microsoft Word, Excel, PowerPoint and digital communication tools.

Key Performance Indicators

Performance Area	Expected Result
Lead Generation	Qualified business leads identified and documented each month.
Partnership Meetings	Meetings held with relevant companies, institutions and strategic partners.
Commercial Conversion	Proposals, concept notes and negotiations converted into signed contracts or active partnerships.
Sales Agent Model Growth	New partners onboarded to use Movemax's sales agent and market access model.
Revenue Growth	Measurable contribution to monthly and quarterly company revenue.
Client Follow-up	Timely follow-up, strong relationship management and clear opportunity tracking.

Personal Attributes

- Honest, professional and accountable.
- Business-minded and results-oriented.
- Confident communicator and negotiator.

- Fast learner with strong initiative.
- Organized and able to manage multiple opportunities at the same time.
- Comfortable working in a growing company environment.
- Passionate about building partnerships and expanding market access across Rwanda.

Application Instructions

Interested candidates should submit their CV and a short cover letter explaining how their experience can help Movemax grow its business development, partnerships and sales agent model.

Please send applications through the following link: [APPLY](#)

Application deadline: **10th August 2026**

Movemax Logistic LTD is an equal opportunity employer. Qualified candidates who are passionate about business growth, market access and field-level impact are encouraged to apply.