

Assistant Business Development Manager

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Company: China Mobile International Limited

Location: United Arab Emirates

Category: computer-and-mathematical

Assistant Business Development Manager Middle East & Africa Region UAEMEA Region Office Business Development Management, Market Research & Analysis, Marketing - Channel Management, Sales & Business Development Middle Apply Staff Application Responsibility

1. Formulate and deploy regional-level operator business sales strategies covering Middle East and African countries, and work closely with CMI headquarters and overseas companies to fulfil and deliver sales revenue.
2. Build and strengthen strategic business relationships and build long-term partnerships with key carrier partners and customers.
3. Collaborate closely with different countries' sales teams to develop business opportunities.
4. Support daily sales enquiries from commercial perspective, respond to RFQ/RFPs, and recruit more businesses, including liaising with relevant partners to enable one stop shop solutions where required.
5. Establish sales model and support agreement and other documentation.
6. After-sales support including service performance review, contract renewal negotiation,

process improvement etc.

7. Review & analyse the market situation and report to senior management periodically.

Requirements

1. Education background: Bachelor's degree or above.

2. Work experience:

-Minimum 7 years of relevant experience in Telecommunication industry.

-Regional exposure is a definite advantage.

3. Professional skills:

-Proven success in attaining sound business result with Key Carrier partners, Large Enterprises, Global MNC Enterprises is preferred.-Proficient in Microsoft Office applications.

4. Overall ability and traits:

-Positive mindset, result-oriented, self-motivated, hardworking, and able to work under pressure.

-Excellent interpersonal, presentation and communications skill.

5. Language ability:

-Excellent written and spoken English.

-Proficiency in additional language e.g. Chinese or Arabic is highly preferred.

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