

United Arab Emirates Jobs Expertini®

Assistant Manager – Business Development United Arab Emirates Posted on 06/13/2023

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Company: DP World

Location: , , United Arab Emirates

Category: other-general

Job Purpose

Assisting in the pursuit and analysis of new markets and potential customers to ensure business growth.

Assisting the line manager in identifying and developing revenue optimization strategies for the business and its subsidiaries and partner businesses worldwide.

Acting as an inhouse Marketing & Communications coordinator and liaison with Group Communications

Key Accountabilities

Assist the line manager in developing the commercial strategy in alignment with the company's strategic objectives.

Assist the line manager in developing the annual business plans and budgets in line with the approved strategic goals and corporate governance guidelines.

Support the global expansion of the business through the pursuit and analysis of new markets and potential customers. Assist in analysing leads and perform analysis of markets, competitors, stakeholders and customers under the guidance of the line manager.

Develop and maintain excellent relationships with potential and existing partners and stakeholders including government authorities, business partners and strategic alliances.

Support the implementation of commercial projects worldwide by acting as a liaison among

different business stakeholders, both internal and external, to understand the business environment impacting solution rollouts, understand end-user behaviour and needs and recommend solutions to adapt to custom requirements and achieve the business goals. Coordinate all marketing and communications activities with Group Communications and Digital Marketing teams, including planning and attending events, managing and maintaining media campaigns, production of marketing collaterals (paper, digital, video, giveaways), creating and circulating press releases, maintaining web content, and all other related activities as may be required from time to time.

Support the line manager in his/her roles and responsibilities and continuously provide relevant, reliable and recent data along with structured insights.

Prepare reports covering the relevant areas of the business; Contrast the progress on the annual KPIs and provide insights into macro trends and organizational operations trends.

Qualifications, Experience and Skills

Bachelor's degree in Business Administration or an equivalent professional qualification.

5 years overall experience in a relevant field.

Business Development, Sales Management, and Marketing Management

Information Technology and Online Services

Proven domain experience in the fields of port operations, shipping, trade & logistics, customs, and related domains.

Able to work under pressure and handle multiple parallel activities without compromising quality of deliverables

Possesses effective conversational intelligence

Team player, proactive, effective communicator, and analytical thinker

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