

# United Arab Emirates Jobs Expertini®

## Business Development and Value Creation Jobs In Dubai UAE 2023 | Delma Group

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Company: Delma Group

Location: dubai

Category: other-general

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Description:Our client is a prestigious international business group headquartered in Singapore. They primarily invest in companies within the healthcare, financial services and aerospace sectors

Job Responsibilities:Multi-faceted role, leading efforts on all aspects of business development and management for aerospace businesses focused on aviation

Will be responsible for sales growth and business improvement initiatives, as well as deal sourcing

Engage sector experts to help companies grow their businesses, with particular focus on the Middle East region

Own the full “business development cycle”, from identifying new opportunities, to relationship management, to oversight of transactions and commercial agreements

Produce regular investment updates for senior management

Work closely with senior management, portfolio companies, and the other investment teams

Experience in business development within the aerospace sector

Exceptional relationship skills, able to represent the company well when interacting with other parties

Entrepreneurial and commercial mind-set to proactively engage portfolio companies and customers

International business background, able to work across cultures/geographies with strong

financial and numerical literacy

Polished and professional communication and presentation skills

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