

United Arab Emirates Jobs Expertini®

Business Development Associate

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Company: Datahash

Location: , , United Arab Emirates

Category: other-general

Job Description:As a Business Development Associate at Datahash, you will be located in specific geographies and report to the Business Development Manager. Your primary responsibility will be to support the Business Development Manager in generating new enterprise and mid-market leads for larger deals within your assigned geography. This includes identifying relevant Requests for Proposals (RFPs), creating new relationships in the industry, and leveraging various strategies such as cold calling, emailing, and networking to generate new qualified leads. **Roles and Responsibilities:** Engage potential clients through cold calling, emailing, networking events, and industry conferences to generate qualified leads. Assist the Business Development Manager in identifying and pursuing new business opportunities in the enterprise and mid-market segments within your assigned geography.

2. Relationship Building: Support efforts to develop and nurture relationships with key decision-makers and stakeholders within target companies to understand their business needs and challenges. Participate in meetings and presentations with potential clients to position Datahash as a trusted partner and solution provider

3. RFP Identification and Response: Identify relevant Requests for Proposals (RFPs) and Requests for Information (RFIs) within your assigned geography and assist BD Manager with nurturing the opportunities to handover to Sales. Assist Sales teams with preparing and submitting compelling proposals and responses to RFPs and RFIs in collaboration with internal teams. Assist in maintaining a healthy pipeline of qualified leads and opportunities within your assigned geography, tracking progress and updating relevant stakeholders as needed. Collaborate with Sales and Account Management teams to ensure smooth handoff of qualified leads for further follow-up

and conversion. Requirements Should have 1-3 years of working experience. Previous experience in business development or sales roles, preferably in the technology or SaaS industry. Knowledge of enterprise and mid-market sales cycles, with a focus on solution selling and consultative sales approaches. Familiarity with the business landscape and industry trends within your assigned geography. Strong communication and interpersonal skills, with the ability to build relationships and engage with prospects effectively. Self-motivated with a proactive attitude and the ability to work independently.

1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere.
2. Your Hours, Your Call: Work early bird hours or burn the midnight oil. It's all good.
3. Get in on the Action: ESOP? Yeah, you get a piece of the pie too.
4. Health is Wealth: We've got you and your family covered, health-wise.
5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot.
6. Epic Offsites: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two.
7. Coworking Access: Need a change from your home office? We've got spots.

#J-18808-Ljbffr

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