

Business Development Associate Jobs In Dubai | InstaShop

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Company: InstaShop

Location: dubai

Category: other-general

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InstaShop, headquartered in Dubai, is the leading online marketplace for supermarkets, pharmacies, pet shops & other businesses in the Middle East. With a young & motivated team & an office resembling the ones of startups in San Francisco, InstaShop is the right company for individuals passionate about adding value within a fast-growing technology company.

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Responsibilities

- Build relations with the key decision makers of businesses (corporate offices) and present InstaShop as an alternative to traditional supplies purchasing (either administrative or procurement).
- Build and maintain a comprehensive database of accounts for the U.A.E.
- Find new ways to penetrate the B2B market, approach businesses and convince them to use InstaShop.
- Assist and cooperate with other Business Development Managers
- Provide feedback towards improving the applications and the processes of the company
- Plan, organize, and execute business development programs
- To use the InstaShop services as per the company policies in order order to provide feedback on how to improve the service

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Requirements

- Superb clarity in communication and commercial awareness
- Top class persuasive skills
- Negotiation experience
- Excellent written, and verbal communication skills in English.
- Able to quickly adopt and take advantage of seemingly unfavorable
- Business or engineering related bachelor/masters preferred

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