

United Arab Emirates Jobs Expertini®

Business Development Director

[Apply Now](#)

Company: TMF Group

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

We never ask for payment as part of our selection process, and we always contact candidates via our corporate accounts and platforms. If you are approached for payment, this is likely to be fraudulent. Please check to see whether the role you are interested in is posted here, on our website.

About TMF Group

TMF Group is a leading provider of critical administrative services, helping clients invest and operate safely around the world. Our 10,000 experts and 125 offices in 86 jurisdictions worldwide serve corporates, financial institutions, asset managers, private clients and family offices, providing the combination of accounting, tax, payroll, fund administration, compliance and entity management services essential to global business success.

About the role

The Business Development Director is responsible for creating and closing sales opportunities, bringing in new Regional and Global business to TMF and expanding the company's market share.

This individual will develop and maintain a network of prospects, and translate these prospects into clients, while also upselling and cross selling to an existing client portfolio. He / She will also develop and maintain a network of intermediaries within his/her Region. The commercial focus of the role is to bring in new business for TMF Group's portfolio of services, including HR & Payroll; Global Entity Management; Accounting & Tax; and Trust and Corporate Services.

Key responsibilities

Develop the business by building new business pipeline, along with upselling and cross-selling to existing clients;

Identify and optimize sales opportunities, using knowledge of the market and competitors, together with TMF's unique selling proposition and differentiators;

If assigned to the OneWorld selected clients, they will be accountable for account planning development and execution; to develop strategic relationships with the Client and build pipeline to grow the business with them;

Develop and maintain a network of prospects that will enable a strong, consistent pipeline for conversion into sales;

Utilize effective relationships to maximize opportunities for cross referrals (including intermediaries);

Manage the contact to contract sales process efficiently and effectively, with transparency;

Develop proposals that address clients' needs, concerns, and business objectives;

Work as part of a deal team to ensure the best customer experience and response. Including deal sharing across different sales teams (markets and regions) to increase the chance of winning the deal while learning from others during the process;

Leverage input from other internal teams to maximize overall deal value to the business;

Participate in large opportunities, from initiation to closure, and create development plans for large client accounts;

Lead the coordination and presentation of multi-jurisdictional sales proposals to international clients;

Drive cross-selling opportunities, working with existing clients as they expand into other jurisdictions serviced by TMF;

Meet monthly, quarterly, and annual qualified pipeline generation targets;

Meet monthly, quarterly, and annual sales targets, aligned with the company's objectives;

Contribute to the development of the sales team, boosting overall productivity and

effectiveness, and improving conversion rates;

Work with leadership to implement best practice and create strategies for sales process improvement based on market research and/or competitor analysis;

Adopt and maintain TMF sales processes and systems as part of his / her daily job (including CRM weekly maintenance, data accuracy, sales forecasting process, proposal building tool, deal qualification tool, sales dashboards, etc.).

Key Requirements:

Bachelor's degree, preferably in business, sales, marketing, or a related field;

Minimum working experience of 5 years in a commercial environment, or in consulting, accounting, or law firms;

Excellent English written and verbal communication skills;

Knowledge of a second language would be a benefit;

Ability to build strong relationships with clients and intermediaries at all levels;

Ideal candidate will have a solid network within the industry, and an interest in our portfolio of services;

Able to “solution sell” where the ability to listen to the clients and understand what they really need is more important than a hard sell;

Able to manage coordination of complex multi-jurisdictional proposals involving multiple business lines;

Self-motivated and able to work both independently and as part of a team;

Strong communication, very good negotiation and influencing skills;

Results-oriented, and able to manage their priorities/workload;

Experience working in or with direct sales, pre-sales and/or enablement in an enterprise software and/or SaaS environment;

Regular travel may be required;

Strong critical thinking and problem-solving;

Proficient in Microsoft Office;

Experience in Microsoft Dynamics CRM or Salesforce would be a benefit.

[Apply Now](#)

Cross References and Citations:

1. [Business Development Director Jordanjobs](#) [Jobs United Arab Emirates](#) [Jordanjobs](#) ↗
2. [Business Development Director Kashmirhub](#) [Jobs United Arab Emirates](#) [Kashmirhub](#) ↗
3. [Business Development Director Cameroonjobs](#) [Jobs United Arab Emirates](#) [Cameroonjobs](#) ↗
4. [Business Development Director Technologyjobs](#) [Jobs United Arab Emirates](#) [Technologyjobs](#) ↗
5. [Business Development Director Cloudjobsnearme](#) [Jobs United Arab Emirates](#) [Cloudjobsnearme](#) ↗
6. [Business Development Director Neurologistjobs](#) [Jobs United Arab Emirates](#) [Neurologistjobs](#) ↗
7. [Business Development Director Trendzfurnitures](#) [Jobs United Arab Emirates](#) [Trendzfurnitures](#) ↗
8. [Business Development Director Jeddahjobs](#) [Jobs United Arab Emirates](#) [Jeddahjobs](#) ↗
9. [Business Development Director Jobsinnigeria](#) [Jobs United Arab Emirates](#) [Jobsinnigeria](#) ↗
10. [Business Development Director Theworkopportunity](#) [Jobs United Arab Emirates](#) [Theworkopportunity](#) ↗
11. [Business Development Director Socialnetworkingjobfinder](#) [Jobs United Arab Emirates](#) [Socialnetworkingjobfinder](#) ↗
12. [Business Development Director Socialnetworkingjobfinder](#) [Jobs United Arab Emirates](#)

[Socialnetworkingjobfinder ↗](#)

13. Business Development Director Findfreelancerjobs Jobs United Arab Emirates Findfreelancerjobs ↗

14. Business Development Director PhpjobsJobs United Arab Emirates Phpjobs ↗

15. Business Development Director Searcheruropeanjobs Jobs United Arab Emirates Searcheruropeanjobs ↗

16. Business Development Director Findfreelancerjobs Jobs United Arab Emirates Findfreelancerjobs ↗

17. Business Development Director Biomedicaljobs Jobs United Arab Emirates Biomedicaljobs ↗

18. Business Development Director SoftwarejobsJobs United Arab Emirates Softwarejobs ↗

19. Business development director Jobs United arab emirates ↗

20. AMP Version of Business development director ↗

21. Business development director United arab emirates Jobs ↗

22. Business development director Jobs United arab emirates ↗

23. Business development director Job Search ↗

24. Business development director Search ↗

25. Business development director Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/business-development-director-united-arab-emirates-tmf-group-3c93065281/>

Generated on: 2024-05-01 by [Expertini.Com](#)