

# United Arab Emirates Jobs Expertini®

## Business Development Executive - Arabic Speaking (Remote)

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Company: Dixio

Location: united arab emirates

Category: other-general

We are hiring! DiXiO is on a mission to innovate financial messaging, and now, you can be part of it too! If you enjoy helping clients find the best solutions for their problems, we are looking for you! DiXiO is hiring a Business Development Executive. You will help potential clients in choosing the best solution for their financial messaging challenges. Things you will do: Identify new business opportunities while developing current client relationships; seek out projects which may exist or are being formulated. Drive market intelligence gathering related to all new business opportunities, collect market data and keep CRM up-to-date. Assess market changes and analyze market readings in order to evaluate and target potential clients / projects, and ensure that price levels are consistent with DiXiO's strategy and requirements. Ensure comprehensive data collection and analysis on local competition, markets, and clients. Confer with the Sales director and Partners, for Business Development directions, decisions, and strategy. Build and maintain effective working relationships with key stakeholders at existing clients and governmental authorities. Interface with clients and DiXiO teams in coordinating submissions, approvals, and payments. Assist DiXiO partners in preparing proposals, contracts and negotiation margins. Undertake research in support of DiXiO's designated market sectors and explore new growth markets. Develop and implement marketing strategies to promote and develop awareness of DiXiO's business in the targeted market, in coordination with the Digital Marketing Specialist. Provide guidance and mentoring for new employees and/or colleagues in other departments. To be part of our team, you need to be: Ambitious, Curious and Innovative, Autonomous, Team-player. Things that you need to succeed on this job: Degree in Business Administration or Marketing from a

Reputable University2 – 5 years of experience in the B2B fieldKnowledge of CRM toolsProficient in English and Arabic Why you will love working with us:If you are searching for an organization that is willing to invest in your professional career, look no more. We provide our Experts with all the tools and investments needed to fulfill their career and professional aspirations. You also don't need to worry about getting stuck in traffic at 8:00AM, we are 100% remote and our Experts can work from anywhere! Our team also enjoys an unlimited number of leave days to make sure they are reaching a work-life balance. That's not all, our packages include a medical insurance and performance-based bonus!About DiXiODiXiO is a company of SWIFT Experts operating in more than 50 countries. In recent years, DiXiO has established itself as the reference in the Financial Messaging industry and was registered as an official SWIFT agent. Today DiXiO is the first global network of trusted experts, making financial messaging simple & secure through expert services & cloud solutions.

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