

United Arab Emirates Jobs Expertini®

Business Development Executive(Dubai based) | Element 8 Dubai

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Company: Element 8

Location: dubai

Category: other-general

Business Development Executive(Dubai based) | Element 8 Dubai

Element 8 is an integrated communications agency with extensive experience and track record that ensures your brand connects meaningfully with your customers. Our approach looks beyond immediate business needs to frame your project as an ongoing extension of your Brand's core promise.

Ready for a job that feels more like a tech-infused adventure? Based in Dubai, our digital agency is a playground for creative minds who are obsessed with the digital world. We're on the hunt for a Business Development Executive who's not just talented but is also driven by the challenge to learn and grow. Sound like you?

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Key Responsibilities

Outbound Initiatives: Lead high-volume outreach via digital campaigns and tailored emails.

Proposal Crafting: Generate client proposals that are both eye-catching and data-driven.

Tech Talks: Discuss web development, mobile apps, and AI like you were born to do it. Willing to learn? Even better.

CXO Networking: Build relationships with key decision-makers, turning tech talk into real-world solutions.

Deal Closing: Negotiate and seal the deal, converting leads into our next satisfied clients.

Skills We Admire

Time Management: Your day will be packed—knowing how to prioritize is key.

Technical Proficiency: We love it if you're comfy with marketing software, CRM tools, and

automation platforms.

Data Analysis: Data isn't just numbers; it's the story of our success. Can you read it?

Adaptability: Our industry evolves. Quick pivoting and strategy adjustment are essential.

Research Skills: Know how to dig deep to qualify leads before making the first move.

Negotiation Skills: Be the one who knows how to strike a win-win deal.

Follow-through: Consistency is king. From the first touchpoint to closing, be there at every step.

Social Media Savvy: Use social platforms for networking and lead gen. Bonus if you've got a following.

Multitasking: Can you juggle calls, emails, and maybe even a mini crisis or two?

Previous Sales Targets: Past success in meeting or exceeding sales targets will make you a standout candidate.

What You Need To Bring

Bachelor's degree, preferably in Business, Marketing, or a tech-related field.

1-2 years of business development experience—or show us you're ready to leap in.

Superb communication skills. We want wordsmiths who can talk tech.

Must be based in Dubai or willing to relocate.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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