

United Arab Emirates Jobs Expertini®

Business Development Executive

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Company: Red Learning

Location: dubai

Category: other-general

Red Professional Development Training Center LLC| Full time Business Development ExecutiveDubai, United Arab Emirates| Posted on 11/14/2023You will be part of the Sales department under the Certifications& Diploma Programs responsible for selling Certifications andDiploma Programs which are online, self-paced and classrooms.Products under this section also include books, certificates andexam support.Classroom management will be also be one of your responsibilities.Your primary responsibility will be to proactively identify,contact, and engage potential clients or customers through outboundcalls, visit to site, webinars, conferences etc.You will play a crucial role in generating leads and nurturingthem to successful closures. This includes Counselling, Demoattendance etc.Drive the achievement of monthly and quarterly sales targets byeffectively closing leads and converting them into customers.This position requires excellent communication and sales skills,as well as the ability to work effectively in a target-drivenenvironment. And any other responsibilities as assigned by the management.Key Responsibilities:Lead generation through outbound calls to identify andqualify potential leads. Utilize various lead sources,databases, and online research to identify prospects.Develop and deliver persuasive sales pitches tailored to thespecific needs of prospects.Provide accurate and compelling information about ourproducts or services.Build and maintain strong relationships with prospects andclients through effective communication and follow-up.Close deals by addressing objections, negotiating terms, andsecuring commitments from potential clients. Meet or exceedsales quotas and targets.Maintain an organized sales pipeline, track leads, andensure timely follow-ups. Use

CRM software to record and managesales activities and customer information.Stay informed about industry trends, competitors, and marketdevelopments to position our offerings effectively.Conduct market research to identify opportunities for expansion.Analyze industry trends and competitor strategies. Gatherdata to make informed business decisions.

Requirements Key Skills:Excellent communication and interpersonal skills to buildand maintain client relationships and effectively convey thecompany's value proposition.Strong negotiation skills to close deals and partnerships.The ability to build and leverage a professional network toidentify business opportunities and generate leads.A customer-centric mindset to understand and meet clientneeds and provide excellent Self-driven and motivatedindividuals who can work independently and set and achieve sales targets.A strong focus on achieving and exceeding sales and revenue goals.Familiarity with relevant business development and salessoftware, CRM (Customer Relationship Management) systems, andanalytics tools.Proficiency in multiple languages may be an asset whendealing with international clients.Education & Experience:A bachelor's degree in Business, Marketing, Sales, or arelated field is often required.Candidates should have a strong background in sales minimum1 year.Familiarity with the industry in which the company operatesand an understanding of market trends, competitors, andpotential clients.

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