

United Arab Emirates Jobs Expertini®

Business Development Executive European Enterprise Team

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Company: Women First Jobs

Location: united arab emirates

Category: other-general

Job Description: We are seeking a highly motivated Business Development Executive to join one of our clients team in Dubai. The successful candidate will work closely with the Business Development Manager to develop and manage relationships with new and existing clients Business Councils and Trade Bodies mainly from Europe and play a key role in product development and growth. The role requires a strategic mindset organizational strength problemsolving and excellent communication skills. **Responsibilities:** Support the Business Development Manager in organizing coordinating and developing the European Enterprise Group in UAE Cultivate and manage relationships with new & existing clients mainly from Europe. Identify and prioritize new business opportunities and pursue them to generate new leads and grow the business Engage in regular communications to ensure clear understanding of customer needs and requirements Collaborate with other departments to ensure a seamless customer experience and timely delivery of products/services Play a key role in product development and managing its growth Contribute to the overall growth and success of the company by actively raising the bar of talent in the company

Requirements: Graduate/ Post Graduate with Bachelor or Master in Business Administration or a related field Strong interest in business development and a desire to learn and grow in this field Effective written and oral communication skills in English; proficiency in other languages such as French or Spanish/Italian is an major advantage Excellent communication and interpersonal skills with the ability to build strong relationships with clients partners and internal stakeholders Presentable and confident to present on behalf of the company at different forums. Intercultural skills with the ability to communicate effectively in a

multicultural working environment Highly organized with strong project management skills and the ability to prioritize tasks effectively Strategic mindset with the ability to think creatively and identify opportunities for growth. Proficient in Microsoft Office suite (Word Excel PowerPoint) and able to quickly learn new software and systems. We offer an international work environment with colleagues from over 15 countries in a sociable team attractive employment conditions and a wide range of development possibilities. We are looking for candidates who thrive in a fastpaced dynamic environment and have a deep understanding of the importance of resourcefulness over reliance. We demand unequivocal high standards because quality matters. We want people who are radically candid cohorts who commit to settling for nothing but the best in hiring in accepting work from colleagues and in your own work.

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