

Business Development Executive Jobs in Dubai | BDP International

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Company: BDP International

Location: , Dubai, United Arab Emirates

Category: other-general

1- Business Development Executive

Job: Full Time

Location: Dubai, UAE

Description:

You will be accountable for developing and securing revenue and market share from existing customers and new business. Also, improving business development processes for specific services and products with strong sales engagements.

Job Responsibilities:

Assist with responses to Requests for Proposals (RFP's), preparing presentations and monitoring sales leads and responses.

Develop and implement sales plans and sales campaigns to take advantage of market opportunities.

Prepare annual budgets and monthly management reports.

Build strategic relationships with key contacts within customer organizations to understand opportunities for creating value.

Job Requirements:

Ability to deal with complex subjects across multiple geographies and cultures

Good Communication skills:

Cultural Knowledge

Manage development of others

Business knowledge and acumen

#J-18808-Ljbffr

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