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Business Development Executive Jobs In Dubai | Talent Pal

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Company: Talent Pal

Location: dubai

Category: other-general

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Headquartered in Dubai, UAE, The First Group is a dynamic, integrated global property developer with a fast-growing portfolio of upscale hotels, residential properties, F&B brands and real estate asset management services. Since our launch in 2005, we have carved a highly successful niche offering unrivalled property investment opportunities in high-growth markets to clients from more than 70 countries worldwide.

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Responsibilities:

Familiarizing yourself with all products and services offered by our company.

Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.

Attending networking activities to research and connect with prospective clients.

Maintaining meaningful relationships with existing clients to ensure that they are retained.

Suggesting upgrades or added products and services that may be of interest to clients.

Crafting business proposals and contracts to draw in more revenue from clients.

Negotiating with clients to secure the most attractive prices.

Equipping staff with the technical and social skills needed to enhance sales.

Reviewing clients' feedback and implementing necessary changes.

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Requirements:

Degree in marketing, business administration, or similar.

Extensive sales experience.

Intuitive and insightful, particularly regarding human behavior.

Ability to generate revenue by identifying pain points and suggesting suitable products or services.

Professional yet affable disposition.

Neat, well-groomed appearance.

Great networking skills.

Excellent written and verbal communication.

Resourceful, with outstanding research skills.

Emboldened by challenges.

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